

FOIA MARKER

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

Collection/Record Group: Clinton Presidential Records

Subgroup/Office of Origin: Public Liaison

Series/Staff Member: Eric Schwerin

Subseries:

OA/ID Number: 18240

FolderID:

Folder Title:

Fast Track Briefing Book Fall 1997 [binder] [3]

Stack:

S

Row:

31

Section:

4

Shelf:

7

Position:

3

Withdrawal/Redaction Sheet

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
--------------------------	---------------	------	-------------

001. list	Washington Representatives; RE: Personally Identifiable Information [partial] (5 pages)	08/05/1997	b(6)
-----------	--	------------	------

COLLECTION:

Clinton Presidential Records
Public Liaison
Eric Schwerin
OA/Box Number: 18240

FOLDER TITLE:

Fast Track Briefing Book Fall 1997 [binder] [3]

2017-0401-F

db4729

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]



1317 F Street, NW Suite 600
Washington, DC 20004
202.347.0911
FAX: 202.628.5035
EMAIL: alot@conx.com

July 25, 1997

The Honorable William J. Clinton
The White House
Washington, DC 20500

Dear Mr. President:

We are writing to urge your strong leadership in proposing and working for Congressional passage of new fast track trade negotiating authority. We share your often-stated view that fast track authority is a critical prerequisite for our nation to reach agreements that will open up foreign markets and expand opportunities for U.S. businesses, farmers and workers.

You have demonstrated significant leadership in the past on important trade issues, including NAFTA and the Uruguay Round. The nation needs strong leadership once again. We urge you to submit a proposal to Congress for pro-trade fast track authority as soon as possible. We are committed to work with you and fast track proponents in the Congress to ensure quick renewal of this important authority. We believe that America's global trade leadership over the next decade is at stake.

Sincerely,

Samuel L. Maury
President
The Business Roundtable

Frank D. Kittredge
President
National Foreign Trade Council, Inc.

Barry Rogstad
President
American Business Conference

E. Martin Duggan
President & CEO
Small Business Exporters Association



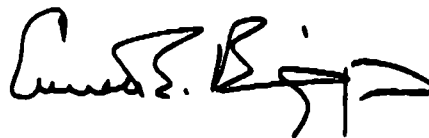
Edward J. Black
President and CEO
Computer & Communications Industry
Association



Abraham Katz
President
United States Council for International
Business



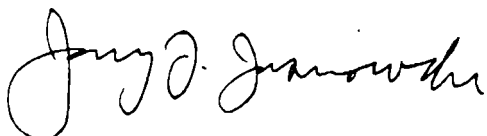
Daniel G. Amstutz
President & CEO
North American Export Grain Association,
Inc.



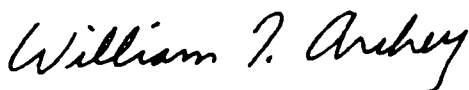
Everett E. Briggs
President
Council of the Americas



Tracy Mullin
President
National Retail Federation



Jerry J. Jasinowski
President
National Association of Manufacturers



William T. Archey
President & CEO
American Electronics Association



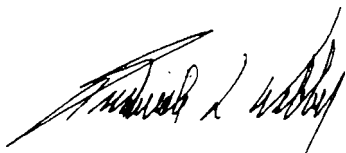
Don Fuqua
President
Aerospace Industries Association



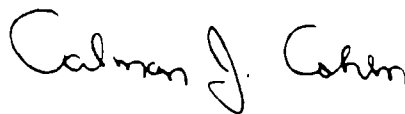
Robert R. Miller
President & CEO
Motor & Equipment Manufacturers
Association



Alan F. Homer
President
Pharmaceutical Research and
Manufacturers of America



Frederick L. Webber
President & CEO
Chemical Manufacturers Association



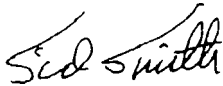
Calman J. Cohen
President
Emergency Committee for American Trade



Max Deets
President
National Cattlemen's Beef Association



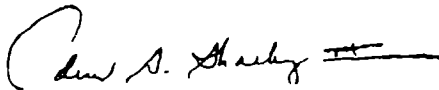
Robert J. Verdisco
President
International Mass Retail Association



Sid Smith
President and CEO
National Association of Hosiery
Manufacturers



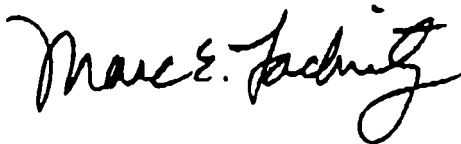
Joseph G. Gerard
Vice President of Government Affairs
American Furniture Manufacturers
Association



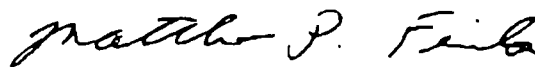
Andrew G. Sharkey, III
President & CEO
American Iron and Steel Institute



Matthew B. Coffey
President
National Tooling and Machining
Association



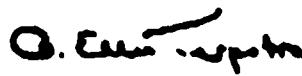
Marc E. Lackritz
President
Securities Industry Association



Matthew P. Fink
President
Investment Company Institute



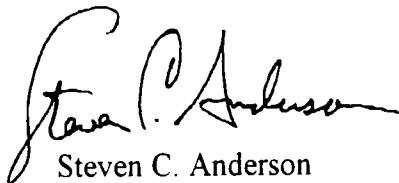
Kurt J. Nagle
President & CEO
American Association of Port Authorities



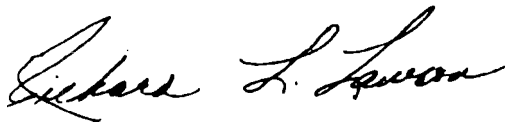
A. Ellen Terpstra
President
U.S. Apple Association



Harris N. Miller
President
Information Technology Association of
America



Steven C. Anderson
President & CEO
American Frozen Food Institute



Richard L. Lawson
President & CEO
National Mining Association



Angelo M. Iasiello, II
Director, International Affairs
The American Consulting Engineers
Council



David N. Parker
President
The Aluminum Association



Ann R. Wise
Director General
Pacific Basin Economic Council U.S.
Member Committee



Matthew J. Flanigan
President
Telecommunications Industry Association



Rhett Dawson
President
Information Technology Industry Council



Peter F. McCloskey
President
Electronic Industries Association

PSW, INC.

August 7, 1997

Memorandum

To: Peter O'Keefe

From: Joe O'Neill

Subj: Fast Track

Peter, here are a few players in town who could be helpful on fast track. Let me know if there is anything I can do to assist.

Ken Cole	AlliedSignal
Ardon Judd	Dresser Industries
Jim Andrews	M.W. Kellogg
Martina Bradford	Lucent Technologies
Bob Healy	ARCO
Tom Donohue, Sr.	U.S. Chamber of Commerce (incoming president)
Dick Thompson	Bristol-Myers Squibb
Jerry Kovach	MCI
Toby Moffert	Monsanto
Jim Christy	TRW
John Boidock	Texas Instruments
Andy Card	American Automobile Manufacturers Association
Cal Cohen	ECAT
Gail Harrison	Wexler Group
Mary Irace	National Foreign Trade Council
Chuck Levy	Wilmer, Cutler and Pickering
Dianne Sullivan	National Association of Manufacturers
Cliff Webb / Sam Maury	Business Roundtable
Phil Potter	Federal Strategies Group
Mike Boyd	Pfizer
Susan Walters	General Electric
Rob Liberatore	Chrysler
Debbie Dingell	General Motors

Public Strategies Washington, Inc.

433 Pennsylvania Ave., N.W. • Fourth Floor

Washington, D.C. • 20004

202-783-2596 • Fax 202-628-5379

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. list	Washington Representatives; RE: Personally Identifiable Information [partial] (5 pages)	08/05/1997	b(6)

COLLECTION:

Clinton Presidential Records
Public Liaison
Eric Schwerin
OA/Box Number: 18240

FOLDER TITLE:

Fast Track Briefing Book Fall 1997 [binder] [3]

2017-0401-F
db4729

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or
financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President
and his advisors, or between such advisors [(a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of
personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed
of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C.
2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
b(2) Release would disclose internal personnel rules and practices of
an agency [(b)(2) of the FOIA]
b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
b(4) Release would disclose trade secrets or confidential or financial
information [(b)(4) of the FOIA]
b(6) Release would constitute a clearly unwarranted invasion of
personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement
purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of
financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information
concerning wells [(b)(9) of the FOIA]

WASHINGTON REPRESENTATIVES

August 5, 1997

Anthony, Beryl
Winston & Strawn
(202)371-5700

*may be
yes* * Barrie, Bob
O'Connor & Hamman
(202)887-1400 *778-7107*

Boggs, Tom
Patton Boggs
(202)457-6000

Brewster, Bill
R. Duffy Wall and Associates
(202)737-0100

Coello, Tony

Darden, Buddy
Long, Aldridge & Norman
(202)624-1233

Derrick, Butler
Williams & Jensen
(202)659-8201

Downey, Tony
Downey Chandler Inc.
(202)789-1110

Eckart, Dennis
Arter & Hadden
(202)775-7100

Harkin, Ruth
United Technologies Corp.
(202)336-7400

JB Jankowsky, Joel
Akin, Gump, Strauss, Haner, & Feld
(202)887-4000

→ LLOYD HAND
Vernon Lipfint

(b)(6)

[001]

Johnson, David E.
Johnson, Smith, Dover, Kitzmiller & Stewart
(202)775-8116

Knight, Peter
Wunder, Diefenderfer, Cannon & Thelen
(202)659-3005

Melton, Carol
Time Warner Inc.
(202)457-8582

Merrigan, John
Verner, Lipfert, Bernhard, McPherson, and Hand
(202)371-6000

Moore, Powell
Capitoline MS & L
(202)467-3900

Neel, Roy
United States Telephone Ass'n
(202)326-7300

Nides, Tom

YES O'Donnel, Kirk
Akin, Gump, Strauss, Hauer & Feld
(202)887-4000

(b)(6)

Paster, Howard
Hill and Knowlton
(202)333-7400

Pastrick, Scott
Black, Kelly, Scruggs and Healey
(202)530-0500

Podesta, Tony
Podesta Associates
(202)393-1010

Simon, Greg
Simon Strategies
(202)783-2205

L^M Andrews, Michael
Salomon Brothers Inc.
(202)879-4100

Chris Hanson

Yes L^R Barry, Lisa
The Boeing Co.
(703)558-9605

(b)(6)

(b)(6)

out of town Bates, Richard M. (Rick)
Disney Worldwide Services, Inc.
(202)223-8022

L^R Boggs, Tim
Time Warner Inc.
(202)457-8582

Yes Champlin, Steve
The Duberstein Group, Inc.
(202)728-1100

(b)(6)

Bill Blumenhal

(b)(6)

out of town Christy, James T. (Jim)
TRW, Inc.
(703)276-5030

out of town Cole, Kenneth W.
AlliedSignal Inc.
(202)662-2650

Yes Dawson, Rhett
Information Technology Industry Council
(202)737-8888 (202)626-5757

Megan Rainey

(b)(6)

626-5736

YES Dingell, Debbie/Shirley Zebroski
General Motors Corp.
(202)822-9360

out of town Free, Jim
Smith-Free Group, The
(202)393-4760

L^M Gerson, Matt
MCA Inc.
(202)898-6406

(b)(6)

YES Hall, Elliot/Peter Iovino
Ford Motor Co.
(202)962-5371
(202)962-5376

YES Hart, Steve/Tony Roda
William & Jersen
(202)659-8201

YES Healy, Robert L. (Bob)
Arco
(202)879-9253

NO Lane, William C. (Bill) out until 8/11
Caterpillar Inc.
(202)466-0672

out of town Levy, Charles S. (Chuck)
Wilmer, Cutler & Pickering
(202)663-6000

LM Lewan, Michael
Michael Lewan Companies
(202)347-2222

LM Liberatore, Rob G.
Chrysler Corp.
(202)414-6747

YES McEntee Joan
Baker, Donelson, Bearman & Caldwell
(202)508-3400

FRANCINE Lamoriello
Baker & Hostetler
508-3439

out of town LM O'Neil, Joe
Public Strategies Washington, Inc.
(202)783-2596

out of town Orlando, John BACK 8/25
Timmons & Co., Inc.
(202)331-1760

YES LM Pitts, William R., Jr. (Billy)
ABC Inc.
(202)222-7744

Rogstad, Barry K.
American Business Conference
(202)822-9360

YES Sommer, Judith C. Ann Costello - VP
Goldman, Sachs and Co.
(202)637-3700

NO Spiegel, Dan
Akin, Gump, Strauss, Hauer & Field
Civic Action Committee
(202)887-4000

YES LM Sweeney, William R., Jr. (Bill) (b)(6)
EDS Corp.
(202)637-6700

YES Walter, Susan/Peter Prowitt
General Electric Co.
(202)822-8333
(202)637-4000

Wexler, Ann/Gail Harrison
The Wexler Group
(202)638-2121
(202) 3704

NO
YES Pat Engman
The Mission Roundtable
877-1260

AMERICA LEADS ON TRADE - Principal Member Contacts

✓ Fuzsina Harsanyi ✕
Vice President
ABB, Inc.
1401 H Street, N.W.
Washington, DC 20005
Phone: 202-414-6886
Fax: 202-429-9199

David Landside ✕
Divisional Vice President
Abbott Laboratories
1710 Rhode Island Avenue NW
Washington, DC 20036
Phone: 202-659-8524
Fax: 202-466-8386

Kimberly J. Fillion ✕
Dir. of Member Services
Adirondack Regional Chambers of Com.
136 Warren St
Glens Falls, NY 12801
Phone: 518-798-1761
Fax: 518-792-4147

Bill Gentes ✕
Editor / International Manager
AERA - Engine Rebuilders Association
330 Lexington Drive
Buffalo Grove, IL 60088
Phone: 847-541-6550
Fax: 847-541-5808

✓ Don Fuqua ✕
President
Aerospace Industries Association
1250 Eye Street, NW
Washington, DC 20005
Phone: 202-371-8400
Fax: 202-371-8572

Scott Parven ✕
Asst. Vice President
Aetna
1501 M Street, N.W.
Washington, DC 20005
Phone: 202-463-4022
Fax: 202-331-4205

✓ Jessica Holliday ✕
Vice President, Federal Rel.
Air Products and Chemicals
805 15th Street, N.W.
Washington, DC 20005
Phone: 202-289-4110
Fax: 202-289-4084

David Ikert
Vice President - Finance
Air Tractor, Inc.
Olney, TX

✓ Kenneth Cole ✕
Vice President Gov't Relations
AlliedSignal, Inc.
1001 Pennsylvania Avenue, N.W.
Washington, DC 20004
Phone: 202.662.2650
Fax: 202.662.2674

✓ David Parker ✕
President
The Aluminum Association, Inc.
900 19th Street, NW
Washington, DC 20006
Phone: 202-862-5100
Fax: 202-862-5164

✓ Kurt Nagle *OR Jean Godwin* ✕
President & CEO
American Association of Port Authorities
1010 Duke Street
Alexandria, VA 22314
Phone: 703-684-5700
Fax: 703-684-6321

✓ Barry Rogstad ✕
President
American Business Conference
1730 K St., NW
Washington, DC 20006
Phone: 202-822-9300
Fax: 202-467-4070

Howard Messner
E.V.P.
American Consulting Engineers Council
1015 15th Street, N.W.
Washington, DC 20005
Phone: 202-347-7474
Fax: 202-898-0068

Jay Vroom
President
American Crop Protection Association
1156 15th Street, N.W.
Washington, DC 20005
Phone: 202-296-1585
Fax: 202-463-0474

William Archey
President & CEO
American Electronics Association
1225 I St., NW
Washington, DC 20006
Phone: 202-682-9110
Fax: 202-682-9111

Eric Luiders
Owner
American Enterprises International, Inc.
Miami, FL

Richard Newpher
American Farm Bureau Federation
600 Maryland Ave., SW
Washington, DC 20024
Phone: 202-484-3600
Fax: 202-484-3604

W. Henson Moore
President & COE
American Forest and Paper Association
1111 19th Street, NW
Washington, DC 20036
Phone: 202-463-2724
Fax: 202-463-2785

Steven Anderson
President & CEO
American Frozen Food Institute
2000 Corporate Ridge
McLean, VA 22102
Phone: 703-821-0770
Fax: 703-821-1350

Joseph G. Gerard
VP - Government Affairs
American Furniture Manufacturers Association
918 16th Street, NW
Washington, DC 20006
Phone: 202-466-7362
Fax: 202-429-4915

Kurt Rosen
President
American Grease Stick Company
2651 Hoyt Street
Muskegon, MI 49443
Phone: 800-253-0403
Fax: 616-733-1784

Jon Groetzinger
Sr. V.P., General Counsel & Secretary
American Greetings Corporation
1 American Road
Cleveland, OH 44144
Phone: 216-252-7300
Fax: 216-252-6777

David Phelps
Executive Director
American Institute for International Steel
1325 G Street, N.W.
Washington, DC 20005
Phone: 202-628-3890
Fax: 202-737-3134

Max Fallek
President
American Institute of Small Business
7515 Wayzata Boulevard
Minneapolis, MN 55426
Phone: 612-545-7001
Fax: 612-545-7020

Julia S. Zozaya
Cnair / President
American International Diversified
4548 West Osborn Road
Phoenix, AZ 85031
Phone: 602-269-9621
Fax: 602-269-9621

Luis A. Araya
President
American International Environmental Center
3451 Fenton Street
Denver, CO 80212
Phone: 303-232-7815
Fax: 303-278-4749

Mark S. Condon
VP - Int'l Marketing
American Seed Trade Association
601 13th Street, N.W.
Washington, DC 20005
Phone: 202-638-3128
Fax: 202-638-3171

✓ Kevin Mulvey, Oakley Johnson
~~Dir., Int'l Gov't Affairs~~ Vice President
American International Group
1455 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-783-2434
Fax: 202-737-6811

Mark Berg
President
American Soybean Association
1000 Connecticut Avenue NW
Washington, DC 20036
Phone: 202-371-5511
Fax: 202-371-7036

✓ Andrew Sharkey
President & CEO
American Iron & Steel Institute
1101 17th Street, NW
Washington, DC 20036
Phone: 202-452-7100
Fax: 202-463-6573

✓ Linda Bauer Darr
V.P. International
American Trucking Associations
2200 Mill Road
Alexandria, VA 22314
Phone: 703-838-1700
Fax: 703-549-9570

Anna Stout
Executive Vice President
American League for Exports & Security
Assistance
122 C Street, NW
Washington, DC 20001
Phone: 202-783-0051
Fax: 202-737-4727

Charles P. Heeter, Jr.
Partner, Office of Govt Aff.
Andersen Worldwide
1666 K Street, N.W.
Washington, DC 20006
Phone: 202-862-3127
Fax: 202-862-7098

J. Patrick Boyle
President & CEO
American Meat Institute
1700 N. Moore Street
Arlington, VA 22209
Phone: 703-841-2400
Fax: 703-527-0938

Jon F. Weinstein
Vice President & Export Dir.
APEX Plastic Industries, Inc.
155 Marcus Blvd.
Hauppauge, NY 11788
Phone: 516-231-8888
Fax: 516-231-8890

✓ Charles DiBona
President
American Petroleum Institute
1220 L Street, NW
Washington, DC 20005
Phone: 202-682-8000
Fax: 202-682-8294

Robert W. Flesher
President
Apogee Designs, Ltd.
101 South Kane
Baltimore, MD 21224
Phone: 410-633-6336
Fax: 410-633-3666

William C. Turner
Chairman
Argyle Atlantic Corporation
4350 E. Camelback Rd.
Phoenix, AZ 85018-2701
Phone: 602-840-1530
Fax: 602-840-1657

Homer Knost
Chairman
Arkel International, Inc
1048 Florida Blvd
Baton Rouge, LA 70802
Phone: 504-343-0525
Fax: 504-336-1849

Raymond E. Masnari
International Sales Manager
Armstrong International Inc.
816 Maple Street
Three Rivers, MI 49093
Phone: 616-273-1415
Fax: 616-278-6555

William W. Drake
President
Associated Equipment Corp.
5043 Farlin Avenue
St. Louis, MO 63115
Phone: 314-385-5178
Fax: 314-385-3254

✓ David Hirschmann
Executive Director
Assoc. of American Chambers of Commerce in
Latin America
1615 H Street, N.W.
Washington, DC 20062
Phone: 202-463-5485
Fax: 202-463-3126

Gerald Lowrie
AT&T
1120 20th Street, N.W.
Washington, DC 20036
Phone: 202-457-2206
Fax: 202-457-2127

Wayne R. Stallard
President
ATI Global Inc.
503 Gay Street
Delhi, IA 52223
Phone: 319-922-2981
Fax: 319-922-2700

William W. Lane
Chairman
Atlas Electric Devices Co.
4114 North Ravenswood Ave
Chicago, IL 60613
Phone: 773-327-4520
Fax: 773-327-5787

Patrick M. Callan
President
Austin Fleet Maintenance, Inc.
4812 E. 7th St.
Austin, TX 78702
Phone: 512-385-5817
Fax: 512-385-8427

Mary Ann Dirzis
Director, Gov't. Affairs
Avon Products
1345 Avenue of the Americas
New York, NY 10105-0196
Phone: 212-282-5615
Fax: 212-282-6086

John Best
Partner
Best White & Assoc.
7500 Viscount
El Paso, TX 79925
Phone: 915-779-0643
Fax: 915-779-0643

~~Maurice Carino~~ LAIRD Patterson
Vice President
Bethlehem Steel Corp.
1667 K Street, N.W.
Washington, DC 20006
Phone: 202-775-6200
Fax: 202-775-6221

✓ Christopher Hansen
Vice President
The Boeing Co.
1700 N. Moore Street
Arlington, VA 22209
Phone: 703-558-9600
Fax: 703-558-2343

Frank Ruffin
General Manager
Boericke & Tafel
2381 Circadian Way
Santa Rosa, CA 95407
Phone: 707-571-8237
Fax: 707-571-8237

Melissa Menard Sargent
President
Border Group
819 Sunset Road
El Paso, TX 79922
Phone: 915-581-7920
Fax: 915-585-1886

Melinda J. Goforth
President
Border Trade Alliance
701 B Street
San Diego, CA 92101
Phone: 619-234-8484
Fax: 619-234-1935

William Goodlin
President
Bricmont, Inc.
Canonsburg, PA

John J. Nevin
President & CEO
Broadcast Electronics, Inc.
4100 N. 24th Street
Quincy, IL 62301
Phone: 217-224-9600
Fax: 217-224-9607

Bry-Air, Inc.
Sunbury, OH

Andrew D. Murch
President
Burke E. Porter Machinery Company
730 Plymouth Road NE
Grand Rapids, MI 49505
Phone: 616-459-9531
Fax: 616-459-1032

K. Keith Roe
President/CEO
Burns and Roe Enterprises, Inc.
800 Kinderkamack Rd.
Oradell, NJ 07649
Phone: 201-265-2000
Fax: 201-599-2958

✓ Sam Maury ~~AND~~ PAT Engman
President
The Business Roundtable
1615 L Street, N.W.
Washington, DC 20036
Phone: 202-872-1260
Fax: 202-466-3509

Martina Johnson-Kent
Executive Director
California Council for International Trade
700 Montgomery Street
San Francisco, CA 94111
Phone: 415 788-4127
Fax: 415 788-5356

Fanny F. Hanono
Vice President
Carfel Inc.
6900 NW 77 Court
Miami, FL 33166
Phone: 305-592-2760
Fax: 305-592-7543

Bonnie E. Raquet
Vice President
Cargill, Inc.
1101 15th Street, N.W.
Washington, DC 20005
Phone: 202-452-1029
Fax: 202-785-3034

William Lane
Washington Director
Caterpillar Inc.
818 Connecticut Avenue NW
Washington, DC 20006
Phone: 202-466-0672
Fax: 202-466-0684

James L. Hayne
Managing Partner
Catto & Catto
110 E. Crockett St
San Antonio, TX 78205
Phone: 210-222-2161
Fax: 210-222-1618

Ford B. Cauffiel
President
Cauffiel Industries, Inc.
3171 N. Republic Blvd
Toledo, OH 43615
Phone: 419-843-7262
Fax: 419-843-7229

Barry Donnell
Chairman
Cavalier Homes, Inc.
719 Scott Avenue
Wichita Falls, TX 76301
Phone: 940-723-5523
Fax: 940-766-4616

M. Ann Tutwiler
Director, Gov't Relations
Central Soya Co.
1722 I Street, N.W.
Washington, DC 20006
Phone: 202-736-8584
Fax: 202-833-3831

Jeanne Connelly
V.P., Gov't Affairs
Champion International Corp.
1875 I Street, N.W.
Washington, DC 20006
Phone: 202-785-9888
Fax: 202-785-3286

Frederick Webber
President & CEO
Chemical Manufacturers Association
1300 Wilson Blvd.
Arlington, VA 22209
Phone: 703-741-5900
Fax: 703-741-6923

Bill Sherman
VP
ChemWay Systems, Inc.
PO Box 1625
Bay City, TX 77404
Phone: 409-245-8811
Fax: 409-245-9111

Gary Butcher
President
Chicago Rawhide Americas Div.
900 N. State Street
Elgin, IL 60123
Phone: 847-742-7840
Fax: 847-742-1090

Robert Liberatore
Chrysler Corporation
1401 H Street, N.W.
Washington, DC 20005
Phone: 202-414-6700
Fax: 202-414-6716

Rob Mulligan
Dep. Dir., International
The Chubb Corporation
1 Massachusetts Avenue, N.W.
Washington, DC 20001
Phone: 202-408-8123
Fax: 202-296-7683

A.J. Harris
Vice President
CIGNA Companies
1825 Eye Street
Washington, DC 20006
Phone: 202-296-7174
Fax: 202-296-2521

✓ J. Robert Vastine
President
Coalition of Service Industries
805 15th Street, N.W.
Washington, DC 20005
Phone: 202-289-7460
Fax: 202-775-1726

Edward Black
President
Computer & Communications Industry
Association
666 11th St., NW
Washington, DC 20001
Phone: 202-783-0070
Fax: 202-783-0534

✓ Robert Heine
~~Conoco~~ **DUPONT**
1701 Pennsylvania Avenue NW
Washington, DC 20006
Phone: 202-728-3600
Fax: 202-728-3649

• Doreen L. Brown
President
Consumers for World Trade
2000 L Street, N.W.
Washington, DC 20036
Phone: 202-785-4835
Fax: 202-416-1734

✓ John Breed
Manager, Civic Affairs
Cooper Industries, Inc.
PO Box 4446
Houston, TX 77210
Phone: 713-209-8400
Fax: 713-209-8995

• Mike Schaer
President
Coos Bay Fabrication & Machine Inc.
1570 Maple Avenue
North Bend, OR 97459
Phone: 503-756-7579
Fax: 503-755-1623

• Council of Growing Companies
McLean, VA

✓ William T. Pryce
VP, Washington Operations
The Council of the Americas
1310 G Street, N.W.
Washington, DC 20036
Phone: 202-639-0724
Fax: 202-639-0794

Eugene E. Ezzell
President, CEO
Crane Technologies Group
530 Fentress Blvd.
Daytona Beach, FL 32114
Phone: 904-252-1151
Fax: 904-253-7565

Ed McNeal
Manager, Government Relations
Dana Corporation
4500 Dorr Street
Toledo, OH 43697
Phone: 419-535-4662
Fax: 419-535-4756

Steve E. Ward
Dir., International Sales
Deflecto Corporation
Indianapolis, IN

David H. Martin
President
DEL Liftgates, Inc.
190 Lewis Street
Buffalo, NY 14240-6126
Phone: 716-853-7994
Fax: 716-854-5424

Witold Kuncewicz
Dir., International
Demaco Div. of Howden
Flint Hill, VA

Lynn Henderson
President & CEO
Doane Agricultural Services Co.
11701 Borman Drive
St. Louis, MO 63146-
Phone: 314-569-2700
Fax: 314-569-1083



Leigh Shockey
International Sales
Drexel Chemical Company
2487 Pennsylvania Street
Memphis, TN 39190
Phone: 901 774-4370
Fax: 901 774-4666

Jack Dreyfus
Chairman & President
Dreyco, Inc.
263 Veterans Blvd.
Carlstadt, NJ 07072
Phone: 201-896-9000
Fax: 201-896-1378

Jean Cantrell
Director - Gov't Affairs
The Dun & Bradstreet Corporation
1200 New Hampshire Avenue NW
Washington, DC 20036
Phone: 202-463-2154
Fax: 202-463-2164



Mark D. Nelson
Vice President
Dupont
1701 Pennsylvania Avenue NW
Washington, DC 20006
Phone: 202-728-3600
Fax: 202-728-3649

Robert J. Dickson
Senior V.P and CFO
Dynamet Inc.
195 Museum Road
Washington, PA 15301
Phone: 412/228-1000
Fax: 412/228-2087



✓ D. Lynn Johnson
VP, Government Relations
Eastman Chemical Company
1301 K Street, N.W.
Washington, DC 20005
Phone: 202-789-5900
Fax: 202-789-5901

✓ Sandra Taylor
Director, Public Affairs
Eastman Kodak Company
1250 H Street, N.W.
Washington, DC 20005
Phone: 202-857-3460
Fax: 202-857-3401

Dan Courtney
V.P., International
EBW, Inc.
2814 McCracken Avenue
Muskegon, MI 49443
Phone: 616 755-1671
Fax: 616 755-7201

Martin K. Eby, Jr.
Martin K. Eby Construction Co., Inc.
P.O. Box 1679
Wichita, KS 67201-1679
Phone: 316 268-3513
Fax: 316 268-3664

Ellen Stallings
Assoc. Director
Economic Development Comm. of Mid Florida
Orlando, FL

Lucia De Garcia
President & CEO
Elan International, Inc.
620 Newport Center Dr.
Newport Beach, CA 92660
Phone: 714-721-6644
Fax: 714-653-9855

Joseph Manlon
CFO
Elecath, Inc.
Rahway, NJ

William S. Jacobs
VP & General Counsel
Electromagnetic Sciences, Inc.
660 Engineering Drive
Norcross, GA 30092
Phone: 770-263-9200
Fax: 770-447-4397

Peter McCloskey
President
Electronic Industries Association
2500 Wilson Boulevard
Arlington, VA 22209
Phone: 703-907-7500
Fax: 703-907-7501

William A. White
President
Electronic Specialities, Inc.
2449 Pierce Drive
Spring Grove, IL 60081
Phone: 815-675-1812
Fax: 815-675-2905

✓ Calman J. Cohen
President
Emergency Committee for American Trade
1211 Conecticut Ave., NW
Washington, DC 20036
Phone: 202-659-5147
Fax: 202-659-1347

✓ Rob McDonald
Director, Public Affairs
Emerson Electric Company
700 13th Street, N.W.
Washington, DC 20005
Phone: 202-508-6303
Fax: 202-508-6305

Emmett Barker
President
Equipment Manufacturers Institute
10 S. Riverside Plaza
Chicago, IL 60606
Phone: 312-321-1470
Fax: 312-321-1480

Willard M. Berry
President
European-American Business Council
1333 H Street, N.W.
Washington, DC 20004
Phone: 202-347-9292
Fax: 202-628-5498

William E. Conway
Chairman
Fairmount Minerals, Ltd.
11833 Ravenna Blvd.
Chardon, OH 44024
Phone: 216-946-3441
Fax: 216-285-0707

Albert Shivley S
Chairman
Farmland Industries, Inc.
3315 North Oak Trafficway
Kansas City, MO 64116
Phone: 816-459-6000
Fax: 816-459-7305

✓ First Chicago NBD
Chicago, IL

Betty Hudson Bowers
Vice President
Fluor Corporation
800 Connecticut Avenue NW
Washington, DC 20006
Phone: 202-955-9300
Fax: 202-833-1630

Harold Russell
Vice President Gov't Affairs
FMC Corp.
1627 K Street, N.W.
Washington, DC 20006
Phone: 202-956-5220
Fax: 202-956-5235

✓ Elliott Hall
Vice President
Ford Motor Company
1350 Eye Street, N.W.
Washington, DC 20005
Phone: 202-962-5408
Fax:

✓ Sherry Peske
VP
Foster Wheeler Corporation
1667 K Street, N.W.
Washington, DC 20006
Phone: 202-296-9703
Fax: 202-296-7461



Tim Riemenschneider
International Sales Manager
Friday Canning Corporation
150 West First St.
New Richmond, WI 54017
Phone: 715-246-2241
Fax: 715-243-7330

Ray L. Guenther
International Sales
Gallenberg Equipment, Inc.
W9112 Cherry Road
Antigo, WI 54409
Phone: 715-623-3754
Fax: 715-627-4557

Edward V. Heath
Managing Director
The Gates Rubber Company
990 S. Boradway
Denver, CO 80217
Phone: 303-744-4141
Fax: 303-744-5764



Susan Walter
Vice President
General Electric Company
1299 Pennsylvania Avenue, NW
Washington, DC 20004
Phone: 202-637-4000
Fax: 202-637-4006



Robert Bird
Director, Gov't Relations
General Mills, Inc.
1001 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-737-8200
Fax:



George Peapples
Vice President
General Motors Corporation
1660 L Street, N.W.
Washington, DC 20036
Phone: 202-775-5027
Fax: 202-775-5032



Henry E. Juszkievicz
Chairman
Gibson Musical Instruments
1818 Elm Hill Pike
Nashville, TN 37210
Phone: 615-871-4500
Fax: 615-889-3216

Jane A. von Kaenel
Principal, Co-Founder
Golden Phoenix International Trading Co.
2240 Edwards
St. Louis, MO 63110
Phone: 314-771-3635
Fax: 314-771-6353

Calvin A. Campbell, Jr.
Chairman, President & CEO
Goodman Equipment Corporation
5430 West 70th Place
Bedford Park, IL 60638
Phone: 708-496-1188
Fax: 708-496-3939

Gordon E. Hansen
President / Owner
Gordon E. Hansen Agency
282 Main Street
Hampton, CT 06247
Phone: 860-455-9903
Fax: 860-455-9146

Bryan Bruton
President / CEO
Green-Bruton & Assoc.
Rt 2 Box 24-0
Burnet, TX 78611
Phone: 512-756-8119
Fax:



Manly Molpus
President & CEO
Grocery Manufacturers of America
1010 Wisconsin Avenue, NW
Washington, DC 20007
Phone: 202-337-9400
Fax: 202-337-4508

A. Morris Albright
Chairman
Gulf Copper & Manufacturing Corporation
PO Box 547
Port Arthur, TX 77641
Phone: 409-983-1691
Fax: 409-985-6349

Harry B Endsley
Attorney-at-Law
Harry B. Endsley and Associates
465 California Street
San Francisco, CA 94104
Phone: 415-296-1141
Fax:

Charles A. de la Porte
Hexon
125-135 Yorkshire Court
Elyria, OH 44035
Phone: 216-365-8223
Fax:

Glen Skovholt
Vice President
Honeywell, Inc.
1100 Connecticut Ave, N.W.
Washington, DC 20036
Phone: 202-857-9800
Fax: 202-857-9858

Robert G. Hodinko
Horix Mfg. Co.
1384 Island Avenue
McKees Rock, PA 15136
Phone: 412-771-1111
Fax: 412-331-8599

Wilmar R. Zeissig
President & CEO
Houston International Business Corp.
2825 Wilcrest
Houston, TX 77046
Phone: 713-621-3535
Fax: 713-621-8787

John Hough
Chairman
Hufcor, Inc.
2101 Kennedy Road
Janesville, WI 53545
Phone: 608-756-1241
Fax: 608-756-1246

Philip Hussey, Jr.
Chairman
Hussey Seating Co.
38 Dyer St.
No. Berwick, ME 03906
Phone: 207-676-2271
Fax: 207-676-9270

Elena Bonny
President
Imtrex Corporation
3380 Tremont Road
Columbus, OH 43221
Phone: 614-459-7790
Fax: 614-459-7882

Karen Neeley
Independent Bankers Association of Texas
408 West 14th St.
Austin, TX 78701-1691

Nancy Estes
Exec. Dir.
Independent Distributors Association
Dallas, TX 75234

Harris Miller
President
Information Technology Association of America
1616 N. Fort Myer Drive
Arlington, VA 22209
Phone: 703-284-5331
Fax: 703-525-2279

Rhett Dawson
President
Information Technology Industry Council
1250 I Street, N.W.
Washington, DC 20005
Phone: 202-737-8888
Fax: 202-638-4922



Michael Maibach
Director Gov't Affairs
Intel Corp.
888 17th Street, N.W.
Washington, DC 20006
Phone: 202-626-4383
Fax: 202-628-2525

Brian T. Petty
Sr. Vice President
International Assoc. of Drilling Contractors
1901 L Street, NW
Washington, DC 20036
Phone: 202-293-0670
Fax: 202-872-0047

✓ Robert Verdisco
President
International Mass Retail Association
1700 N. Moore Street
Arlington, VA 22209
Phone: 703-841-1184
Fax: 703-841-2300



✓ Dennis Thomas
Vice President
International Paper Company
1101 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-628-1223
Fax: 202-628-1368

International Protective Coatings
Oakhurst, NJ

Marietta E. Bernot
President
International Trade Services Corp.
1150 17th Street, N.W.
Washington, DC 20036
Phone: 202-833-2970
Fax: 202-833-2973

✓ Matthew P. Fink
President
Investment Company Institute
1401 H Street, N.W.
Washington, DC 20005
Phone: 202-326-5826
Fax: 202-326-5838

Pete Huggins
President
Iten Industries
4001 Benefit Avenue
Ashtabula, OH 44004
Phone: 216-992-3614
Fax: 126-992-3614

Nancy Levenson
Director of Federal Relations
S.C. Johnson Wax
900 17th Street, N.W.
Washington, DC 20006
Phone: 202-331-1186
Fax: 202-659-2338

Robert Johnston
Johnston Associates Inc.
181 Cherry Valley Road
Princeton, NJ 08540
Phone: 609-924-3131
Fax: 609-683-7524

F. Martin Johnson
Chairman & President
JSJ Corporation
700 Robbins Road
Grand Haven, MI 49417
Phone: 616-842-6350
Fax: 616-847-3112

Kerry Paulson
President
The JUGS Company
11885 S.W. Herman Road
Tualatin, OR 97062
Phone: 800-547-6843
Fax: 503-691-1100

David Reiff
Business Director, Int'l
Kendall Motor Oil
885 Third Avenue
New York, NY 10022
Phone: 212-230-3393
Fax: 212-230-3254



Kenneth A. Current
President
Kentucky World Trade Center
410 West Vine Street
Lexington, KY 40507
Phone: 606 298-3139
Fax: 606 233-0658

Robert C. Oeck
President
Kleenair Products Co. Inc.
P.O. Box 1669
Clackamas, OR 97015
Phone: 503-653-6925
Fax: 503-659-0941

Antonio Monroig
Partner
Lasa Monroig & Veve
2300 N Street, N.W.
Washington, DC 20037
Phone: 202-663-9088
Fax: 202-663-9013



Edwin F. Einstein
Principal
The Lex Group
9901 I.H. 10 West
San Antonio, TX 78230
Phone: 210-492-8800
Fax: 210-492-8818

Lance Wylie
Vice President
Lextron International Inc.
905 S. Myrtle Avenue
Pasadena, CA 91016
Phone: 626-303-2239
Fax: 626-303-5229

William Seidel
President
Logistics Solutions, Inc.
Fort Wayne, IN



W.B. McIndoo
Managing Director
MAI Int.
53-57 N. Mall
Plainview, NY 11803
Phone: 516-454-0100

Keith Stukenberg
VP - International Sales
Manitowoc Cranes, Inc.
2401 S. 30th Street
Manitowoc, WI 54220
Phone: 920-683-6289
Fax: 920-683-6277

Lee Lieber
Manager, Marketing
Mannesmann
450 Park Ave.
New York, NY 10022
Phone: 212-826-0040
Fax: 212-826-0074

David J. Elliott
Managing Director
Marsh Elder & Company
102 Marsh Elder Court
Johns Island, SC 29455
Phone: 803-768-9966
Fax: 803-768-9966

Lee M. Gardner
President & CEO
MascoTech Inc.
21001 Van born Road
Taylor, MI 48180
Phone: 313-792-6402
Fax: 313-792-6157

Dominick Palombi
President
Maypak, Inc.
582 Fairfield Rd
Wayne, NJ 07474-0326
Phone: 973-696-0780
Fax: 973-633-8621

Claudio A. Stemberger
Chairman of the Board
MBS Associates, Inc.
7834 Palace Dr.
Cincinnati, OH 45240
Phone: 513-469-9300
Fax: 513-469-0088

Mike Allen
President & CEO
McAllen Economic Development Corporation
One Southwest Industrial Plaza
McAllen, TX 78403
Phone: 956-682-2875
Fax: 956-682-3077

Rob Wise
Operations Manager
Melin Tool Company, Inc.
3370 W 140th Street
Cleveland, OH 44111
Phone: 216-251-7471
Fax: 800-521-1558

Thomas A. Trosin
VP, Sales & Marketing
Melling Automotive Parts
2620 Saradan Drive
Jackson, MI 49204
Phone: 517-787-8172
Fax: 517-787-5304

Michael Heldman
President
Mercator International
1108 Fuller Street
Cincinnati, OH 45202
Phone: 513-352-0010
Fax: 513-352-0050

John Thodis
President & CEO
Michigan Manufacturers Association
620 S. Captiol Avenue
Lansing, MI 48933
Phone: 517-487-8531
Fax: 517-372-3322

Robert E. Obenhaus
President
Microcomputer Technology Institute
7277 Regency Square Blvd.
Houston, TX 77036
Phone:
Fax: 713-977-8159

Wayne Roth
V.P., International
Midmark Corp.
60 Vista Drive
Versailles, OH 45380
Phone: 513-526-3662
Fax:

J. Paul Jordan
President
Milwaukee Minority Chamber of Commerce
Executive Center
Milwaukee, WI 53203
Phone: 414-271-8841
Fax: 414-264-4111

Gary Marshall
Executive Director
Missouri Corn Growers Association
3702 W. Treman Blvd. #120
Jefferson City, MO 65109
Phone: 314-893-4181
Fax: 314-893-4612

Anthony Corso
General Manager
Mobil Corporation
1250 H Street, N.W.
Washington, DC 20005
Phone: 202-862-1322
Fax: 202-862-1352

Monterey Bay International Trade Association
Santa Cruz, CA

Michael Patterson
Sr. V.P.
✓ J.P. Morgan & Company, Inc.
60 Wall Street
New York, NY 10260
Phone: 212-648-6093
Fax: 212-648-5295

Chris Bates
✓ Vice President, International
Motor & Equipment Manufacturers Association
1325 Pennsylvania Avenue, N.W.
Washington, DC 20004
Phone: 202-393-6362
Fax: 202-737-3742

Frank Wapole
Director of Government Relations
Motorola Inc.
1350 Eye Street, N.W.
Washington, DC 20005
Phone: 202-371-6900
Fax: 202-842-3578

J. Walter Kisling
Chairman & CEO
Multiplex Company Inc.
250 Old Ballwin Rd.
Ballwin, MO 63021
Phone: 314-256-7777
Fax: 314-527-4313

Chuck Brooks
E.V.P.
National Association of Hosiery Manufacturers
200 North Sharon Unity Road
Charlotte, NC 28211-3004
Phone: 704-365-0913
Fax: 704-362-2056

Jerry Jasinowski
President
National Association of Manufacturers
1331 Pennsylvania Ave., N.W.
Washington, DC 20004
Phone: 202-637-3145
Fax: 202-637-3182

Chandler Keys
Vice President
National Cattlemen's Beef Association
1301 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-347-0228
Fax: 202-638-0607

Susan Keith
National Corn Growers Association
122 C Street, N.W.
Washington, DC 20001
Phone: 202-628-7001
Fax: 202-628-1933

Malcolm O'Hagan
President
National Electrical Manufacturers Association
1300 N. 17th Street
Arlington, VA 22209
Phone: 703-841-3200
Fax: 703-841-3300

Anna Somers *Dan Danner*
Legislative Analyst
National Federation of Independent Businesses
600 Maryland Avenue, S.W.
Washington, DC 20024
Phone: 202-554-9000
Fax: 202-484-1566

Frank D. Kittredge
President
National Foreign Trade Council
1625 K St., NW
Washington, DC 20006
Phone: 202-887-0278
Fax: 202-542-8160

Helen Chantos
Director, International
National Housewares Manufacturers Association
Rosemont, IL

Richard Lawson
President & CEO
National Mining Association
1130 17th Street, N.W.
Washington, DC 20036
Phone: 202-463-2625
Fax: 202-463-6152

Alan Tank
Vice President
National Pork Producers Council
122 C Street, N.W.
Washington, DC 20001
Phone: 202-347-3600
Fax: 202-347-5265

Tracy Mullin
President
National Retail Federation
325 Seventh Street, NW
✓ Washington, DC 20004
Phone: 202-783-7971
Fax: 202-737-2849

Larry Kleingartner
Executive Director
National Sunflower Association
4023 State Street
Bismarck, ND 58501
Phone: 701-328-5100
Fax: 701-328-5101

✓ John A. Cox, Jr.
Manager, Gov't Affairs
National Tooling & Machining Association
9300 Livingston Road
Fort Washington, MD 20744
Phone: 301-248-6200
Fax: 301-248-7104

Maxine Champion
V.P., Gov't & Int'l Relations
Nestle USA, Inc.
1133 Connecticut Avenue NW
Washington, DC 20015
Phone: 202-296-4100
Fax: 202-296-8555

Brad Figel
Dir. of Gov't Affairs
NIKE, Inc.
507 Second Street, N.W.
Washington, DC 20002
Phone: 202-543-6453
Fax: 202-544-6453

Daniel Amstutz
President
North American Export Grain Association
1300 L Street, N.W.
Washington, DC 20005
Phone: 202-682-4030
Fax: 202-682-4033

Don Hiruo
Dir., Automotive Group Sales
NRI Industries
401 S. Old Woodward
Birmingham, MI 48009
Phone: 248-540-9227
Fax: 248-540-6607

William C. Thomas
CEO
Optical Industry Association
6055A Arlington Blvd.
Falls Church, VA 22044
Phone: 703-237-8433
Fax: 703-237-0643

Lawrence J. Ellison
Chairman & CEO
Oracle Corporation
500 Oracle Parkway
Redwood Shores, CA 94065
Phone: 415-506-7000
Fax: 415-506-7200

Ann R. Wise
Director General
Pacific Basin Economic Council
1667 K Street, N.W.
Washington, DC 20006
Phone: 202-293-5730
Fax: 202-289-1940

Walter A. Molawka, Jr.
Vice President
Parkson Corporation
2727 NW 62nd St.
Ft Lauderdale, FL 33309
Phone: 954-974-6610
Fax: 954-974-1809

✓ Catherine Bennett
Vice President
Pfizer Inc
325 Seventh Street, N.W.
Washington, DC 20004
Phone: 202-783-7070
Fax: 202-347-2044



Alan Holmer
President
Pharmaceutical Research & Mfr. Association
1100 Fifteenth Street NW
Washington, DC 20005
Phone: 202-835-3490
Fax: 202-835-3414

Timothy R. Kraus
Director, Sales & Marketing
Phillips and Temro Industries
9700 @. 74th Street
Minneapolis, MN 55344
Phone: 612-941-9700
Fax: 612-941-2285

Gregory P. Lennox
President & CEO
P.L. Porter Co.
6355 DeSoto Avenue
Woodland Hills, CA 91367
Phone: 818-313-6037
Fax: 818-313-6076



John Bertelsmeyer
President
Power Supply Industries
201 Sun Valley Circle
Fenton, MO 63206
Phone: 314-343-5252
Fax: 314-343-1580

Richard W. Kelso
President & CEO
PQ Corporation
PO Box 840
Valley Forge, PA 19482
Phone: 610-651-4506
Fax: 610-651-4273



Jane Hoover
Vice President
The Procter & Gamble Company
801 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-393-3400
Fax: 202-393-4606



Shah Quaiyoom
Chairman
Qemi International, Inc.
Three Kingwood Place
Kingwood, TX 77339
Phone: 713-359-8188
Fax: 713-359-8192

Larry A. Liebnow
President & CEO
Quaker Fabric Corporation
941 Grinnell Street
Fall River, MA 02722
Phone: 508-678-1951
Fax: 508-679-2580

Charles Prescott
VP- Legal & Assc. Gen. Counsel
Reader's Digest
1 Reader's Digest Road
Pleasantville, NY 10590
Phone: 914-244-5089

Jane T. Lee
Chairman
Red Devil Inc.
2400 Vauxhall Rd.
Union, NJ 07083
Phone: 908-688-6900
Fax: 908-688-8872



Stevenson T. Walker
Dir., Gov't Relations
Reynolds Metals
1401 I Street NW
Washington, DC 20005
Phone: 202-898-1654
Fax: 202-898-0693

Hugh R. Gunther
President & CEO
Ridgeview Inc.
2101 North Main Avenue
Newton, NC 28658
Phone: 704-464-2972
Fax: 704-464-2994

William D. Sterrett
President
Roanoke Brokerage Services, Inc.
1930 Thoreau Drive
Schaumburg, IL 60017
Phone: 847-519-4625
Fax: 847-781-7625

Richard A. Robb
President
R. Robb International Associates, Inc.
2760 Ridgeway Court
Walled Lake, MI 48390
Phone: 248-669-8100
Fax: 248-669-2804

Raymond Garcia
Vice President
Rockwell International Corporation
1745 Jefferson Davis Highway
Arlington, VA 22202
Phone: 703-412-6638
Fax: 703-412-6811

Geoffrey B. Hurwitz
Director, Government Relations
Rohm & Haas Company
1667 K Street, N.W.
Washington, DC 20006
Phone: 202-872-0660
Fax: 202-872-0663

Ronald Pires
President
Rony Inc.
393 Crescent Avenue
Wyckoff, NJ 07481
Phone: 201-891-2551
Fax: 201-891-1713

Thomas J. Weiss
Director, International
Rostra Precision Controls, Inc.
2519 Dana Drive
Laurinburg, NC 28352
Phone: 910-276-4853
Fax: 910-276-3865

Michael Andrews
Director
Salomon Brothers Inc.
1455 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-879-4116
Fax: 202-638-4811

Priscilla Davila
Econ. Development Manager
San Benito Industrial Development Authority
210 E. Heywood
San Benito, TX 78586
Phone: 956-361-3524
Fax: 956-361-9853

Melinda J. Goforth
International Projects
San Diego Economic Development Corporation
701 B Street
San Diego, CA 92101
Phone: 619-234-8484
Fax: 619-234-1935

Thomas Barry
Senior Vice President
SBC Communications Inc.
1275 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-383-6403
Fax: 202-408-4803

Arcelia Vila
VP - Public Affairs
Schering-Plough Corp.
2000 Galloping Hill Road
Kenilworth, NJ 07033
Phone: 908-298-4035
Fax: 908-298-5660

Curt Schulze
President
Schulze Manufacturing
50 Ingold Road
Burlingame, CA 94010
Phone: 415-692-1944
Fax: 415-692-7098

Peter J. Finnerty
Vice President
Sea-Land Service, Inc.
1331 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-783-1117
Fax: 202-783-5929

Bennett Caplan
Director, Policy Development
Joseph E. Seagram & Sons, Inc.
1401 I Street, N.W.
Washington, DC 20005
Phone: 202-898-6425
Fax: 202-898-6434

Marc Lackritz
President
✓ Securities Industry Association
1401 I Street, N.W.
Washington, DC 20036
Phone: 202-296-9410
Fax: 202-296-9775

Thomas Armstrong
President
Semiconductor Industry Association
181 Metro Drive
San Jose, CA 95110
Phone: 408-436-6600
Fax: 408-436-6646

Hal Shenson
President
H. Shenson International, Inc.
650 Fifth Street
San Francisco, CA 94107
Phone: 415-541-9222

A. Watson Bray
President
Shoreline Brokerage Co., Inc.
4245 Union Road
Buffalo, NY 14225
Phone: 716-634-7290
Fax: 716-634-1764

Martin Duggan
Exec. Director
✓ Small Business Exporters Association
4603 John Tyler Ct.
Annandale, VA 22003
Phone: 703-642-2490
Fax: 703-750-9655

Viro C. Casoni
President
Schmidt Industries
400 Scajaquada Street
Buffalo, NY 14211
Phone: 716-893-1482
Fax: 716-893-1495

John L. Vette III
President
SNC Mfg Co., Inc.
101 Waukau Ave.
Oshkosh, WI 54901
Phone: 920-231-7370
Fax: 920-231-1090

Larry Thomas
President
✓ The Society of the Plastics Industry
1801 K Street, N.W.
Washington, DC 20006
Phone: 202-974-5281
Fax: 202-296-7218

Elena Osterwalder Bonny
President
Softlooms International
3390 Tremont Road
Columbus, OH 43221
Phone: 614-459-8098
Fax: 614-457-9737

Raymond W. Gunn
Exec. VP & CFO
Somanetics Corporation
1653 East Maple Road
Troy, MI 48063-4208
Phone: 810-689-3050
Fax: 810-689-4272



David Somero
President
Somero Ent. Inc.
Jaffrey, NH

Susan B. Lord
Vice President
Springs Industries
1225 I Street, N.W.
Washington, DC 20005
✓ Phone: 202-682-4711
Fax: 202-785-2649

John P. Congdon
VP & General Counsel
St. Mary Land & Exploration Company
1776 Lincoln Street
Denver, CO 80203
Phone: 303-863-4332
Fax: 303-861-0934



Larry Dine
Chairman/CEO
St. Marys Foundry, Inc.
409 E. South St.
St. Marys, OH 45885
Phone: 419-394-3346
Fax: 419-394-8269

Luis C. Cartaya
Director, International Sales
Standard Motor Products
37-18 Northern Blvd.
Long Island City, NY 11101
Phone: 718-392-0200
Fax: 718-361-5850

John C. Corey
President & GM
Stanley Mechanics Tools
12827 Valley Branch Lane
Dallas, TX 75234
Phone: 972-919-7404
Fax: 972-919-7442



Bob Carraagher
VP - Gov't Affairs
Steel Service Center Institute
815 Connecticut Avenue NW
Washington, DC 20006
Phone: 202-833-4808

John D. Tickle
President & CEO
Strongwell
400 Commonwealth Avenue
Bristol, VA 24203-0580
Phone: 540-645-8000
Fax: 540-649-8132

James K. Berthold
Chairman of Board/President
Sunnens Products Company
7910 Manchester Avenue
St. Louis, MO 63143
Phone: 314-781-2100
Fax: 314-781-1533

Peter R. Carney
President
Superior Graphite Co.
120 S. Riverside Plaza
Chicago, IL 60606
Phone: 312-559-2999
Fax: 312-559-9064

William Dore
Supreme Rice Mill Inc
PO Box 490
Crowley, LA 70527-
Phone: 318-783-5222
Fax: 318-783-3204

Richard J. Wright
President
Swindell Dressler International Co.
PO Box 15541
Pittsburgh, PA 15244-0541
Phone: 412-788-7100
Fax: 412-788-7110

Susan Corrales-Diaz
President & CEO
Systems Intergrated
2200 N. Glassell Street
Orange, CA 92665
Phone: 714-998-0900
Fax: 714-998-6059

George Thigpen
International Consultant
TA International
12341 Folkstone Drive
Herndon, VA 22352
Phone: 703-860-8985
Fax: 703-860-8985

Robert N. Steinder
Port Director
Tampa Port Authority
PO Box 2192
Tampa, FL 33601-2192
Phone: 813-272-0555
Fax: 813-247-0575

Matthew Flanigan
President
Telecommunications Industry Association
1201 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-383-1493
Fax: 202-383-1495

Bill Williams, Jr.
Founder / Chairman
Telect Inc.
P.O. Box 665
Liberty Lake, WA 99019
Phone: 509-926-6000
Fax: 509-928-8462

John Castellani
Senior Vice President
Tenneco Inc.
701 Pennsylvania Avenue N.W.
Washington, DC 20004
Phone: 202-942-0210
Fax: 202-638-3306

James Pruitt
Vice President
Texaco Inc.
1050 17th Street, N.W.
Washington, DC 20036
Phone: 202-331-1427
Fax: 202-785-4702

John Boidock
Vice President / Director
Texas Instruments Inc.
1455 Pennsylvania Avenue NW
Washington, DC 20004
Phone: 202-628-3133
Fax: 202-628-2980

Edward Goldstein
President
Textile Tape Weavers, Inc.
741 Rickert Street
Statesville, NC 28687
Phone: 704-878-2324
Fax: 704-878-2324

Daniel Thompson
President
Thompson International Inc.
605 Airport N. Office Park
Fort Wayne, IN 46825
Phone: 219-489-1685
Fax: 219-489-0203

Mark Povalski
3M
1101 15th St., N.W.
Washington, DC 20005
Phone: 202-331-6900
Fax: 202-331-2805

Kimberly Danes
Exec. Dir.
Toledo Area International Trade Association
Toledo, OH

Chet Staron
President
Topline Automotive Engineering, Inc.
8200 S. Hoyne Avenue
Chicago, IL 60620
Phone: 773-487-1400
Fax: 773-487-1403

William R. Easton
Principal
Trade Acceptance Group, Ltd.
Minneapolis, MN



Todd Goldsbery
CEO
Tradewinds Enterprises Ltd.
206 Harpeth Hills Drive
Franklin, TN 37215
Phone: 615-790-8688
Fax:

Gerald W. Smith
President
TransCon Trading Co., Inc.
Irma, SC

Barbara McConnell Barrett
Triple Creek Ranch
4617 E. Ocotillo Road
Paradise Valley, AZ 85253
Phone: 602-840-7439
Fax: 602-852-0903



James Christy
Vice President
TRW Inc.
1001 19th Street, N.
Arlington, VA 22209
Phone: 703-276-5030
Fax: 703-276-5057

John W. Rauber, Jr.
Director, Fed. Affairs
Union Camp Corporation
1730 Rhode Island Avenue NW
Washington, DC 20036
Phone: 202-785-0320
Fax: 202-659-8169



Mary McAuliffe
V.P., External Affairs
Union Pacific Corp.
555 13th St., N.W.
Washington, DC 20004
Phone: 202-662-0100
Fax: 202-662-0199

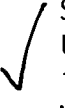


Arturo Pimienta
President & CEO
Universal Network, Inc.
10077 Grogans Mill Road
The Woodlands, TX 77380
Phone: 281-363-4000
Fax: 281-298-7681

A. Ellen Tespstra
President & CEO
U.S. Apple Association
6707 Old Dominion
McLean, VA 22101
Phone: 703-442-8850
Fax: 703-790-0845



Wally Workman
Vice President, International
U.S. Chamber of Commerce
1615 H Street, N.W.
Washington, DC 20062-2000
Phone: 202-463-5485
Fax: 202-463-3126



Timothy Deal
Senior Vice President
U.S. Council for International Business
1015 15th St., NW
Washington, DC 20005
Phone: 202-371-1316
Fax: 202-371-8249



H. Laird Walker
Vice President
U S West
1020 19th Street, N.W.
Washington, DC 20036
Phone: 202-429-0303
Fax: 202-293-0561

Jeffrey B. Peters
President & CEO
The US-Mexican Development Corporation
16 Old Barlow Mt. Rd.
Ridgefield, CT 06877
Phone: 203-438-4939
Fax: 203-438-4939

Lori A. Weston
CEO
VSI Solutions
PO Box 1557
Wrightwood, CA 92397-1557

Lynne M. Branigan
International Accts. Manager
Warren Distribution, Inc.
727 S. 13th Street
Omaha, NE 68102
Phone: 402-977-5886
Fax: 402-977-5882

Dawn C. Kristof
President
Water & Wastewater Equipment Manufacturers
Association
Box 17402
Washington, DC 20041
Phone: 703-444-1777
Fax: 703-444-1779

Douglas M. Craver
President
Water Sciences Technologies, Inc.
7650 E. Evans Road
Scottsdale, AZ 85260
Phone: 602-951-8641
Fax: 602-596-1680

Gary Diercks
Marketing Representative
Wayne Engineering Corporation
701 Performance Drive
Cedar Falls, IA 50613
Phone: 319-266-1721
Fax: 319-266-8207

Herbert E. Cable
President
Weld Tooling Corp.
3001 W. Carson Street
Pittsburgh, PA 15204
Phone: 412-331-1776
Fax: 412-331-0383

Charles D. Van Dyke
President
Western Textile Products Co., Inc.
3400 Treecourt Industrial Blvd
St. Louis, MO 63122
Phone: 314-225-9400
Fax: 314-225-9854

John Hay
Vice President
Westinghouse Electric Corporation
600 New Hampshire Avenue NW
Washington, DC 20037
Phone: 202-945-6400
Fax:

Ted W. Massee
Vice President
Westvaco Corporation
299 Park Avenue
New York, NY 10171
Phone: 212-318-5255
Fax: 212-318-5050

Alan L. White
Chairman Emeritus
The Alan White Co.
Hwy. 82 East
Stamps, AR 71860
Phone: 501-533-8858
Fax: 501-533-8858

R. Wilhelm
President
Wilhelm Resource Co.
Birmingham, AL

James S. Haney
President
Wisconsin Manufacturers & Commerce
501 E. Washington Avenue
Madison, WI 53703
Phone: 608-258-3400
Fax: 608-258-3413

Harold Zassenaus
Export Director
Wood Machinery Manufacturers of America
1900 Arch Street
Philadelphia, PA 19103-1498
Phone: 215-564-3484
Fax: 215-963-9785

Bob Vereen
Exec. Secy.
Worldwide DIY Council
Indianapolis, IN

Schagrin Associates
1140 Nineteenth Street, N.W.
Suite 600
Washington, D.C. 20036
202/223-1700
(Fax) 202/429-2522

The information contained in this telecopy message is intended only for the use of the individual or entity named below and may contain information that is privileged, confidential and exempt from disclosure under applicable law. If the reader of this message is not the intended recipient, or the employee or agent responsible for delivering it to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this message in error, immediately notify us by telephone and return the original message to

FACSIMILE COVER SHEET
PLEASE DELIVER A COPY OF THIS FAX TO:

Peter O'Keefe, The White House, Office of Public Liaison

Fax:202-456-6218

Phone: 202-456-7702

FROM:Tamara L. Browne

Code:20

PAGES TO FOLLOW:2

DATE:July 28, 1997

COMMENTS: Per our conversation today, enclosed is the background information on the Committee to Support U.S. Trade Laws (CSUSTL). Please call me if you have any further questions. Thank you.

To: Peter O'Keefe, Public Liaison Office, White House
From: Tamara L. Browne
Subject: U.S. Industry Supporting Trade Laws
Date: July 28, 1997

MEMORANDUM

Via Facsimile

Enclosed is a fact sheet which describes the Committee to Support U.S. Trade Laws (CSUSTL) and highlights some of our public policy goals. As I mentioned during our conversation today, the CSUSTL membership represents a broad section of U.S. manufacturers ranging from steel makers to agriculture and the high technology industry.

The members of this ad hoc coalition have been engaged in issues which involve the U.S. unfair trade laws. We were very active in the debate over the antidumping and countervailing duty laws in the Uruguay Round negotiations and continue our efforts today to ensure that these laws are enforced.

Recognizing that the Administration will present their plan on fast track sometime in mid-September, the CSUSTL is interested in opening a dialogue with the Administration to ensure that the authority provided in fast track does not create an opportunity to weaken the U.S. trade laws. Please refer to the enclosed information.

I look forward to hearing from you can be reached at (202) 223-1700. Thank you.

TB:mt
Enclosure

Contact: Meg Mullery

Tel: (202) 342-8439

Fax: (202) 342-8451

What is the Committee to Support U.S. Trade Laws (CSUSTL)?

CSUSTL is the country's largest coalition in support of effective U.S. laws against unfair trade.

Who comprises CSUSTL?

Membership includes a broad base of American companies, trade associations and labor organizations. It represents a cross-section of the American economy in basic manufacturing (aluminum, auto parts, bearings, cement, machine tools, motor vehicles, steel and textiles); consumer products (furniture, word processors and typewriters); high tech (semiconductors); mining (uranium and other raw materials); and agriculture (cotton and other goods).

When and why was it formed?

CSUSTL was formed in 1989 (1) to support U.S. government efforts to strengthen international disciplines and U.S. laws against unfair trade; and (2) to counter the vigorous campaign by Japan and other foreign governments to weaken U.S. trade laws. The Committee serves as an information clearing house and coordinates activities for U.S. businesses, associations and unions that recognize the critical need to preserve our laws against injurious foreign dumping (i.e., selling at a price in the U.S. that is less than what a good costs in the foreigner's own "home market" or at a price that is below the cost of production), injurious government subsidies and other unfair trade practices.

Why are strong and effective unfair trade laws important?

In today's global marketplace, strong and effective laws against unfair trade are critical to the survival of competitive U.S. industries. Over the years, our unfair trade laws have helped to preserve U.S. competitiveness in a number of key industries.

How are these laws threatened?

As world competition in trade has intensified, the U.S. market - the world's largest, most open market - has become a prime target for unfair trade practices by foreign producers. Such producers, often with the support of their governments, engage in practices that violate U.S. trade laws, primarily anti-dumping and countervailing duty laws. They do this to obtain an unjustified price advantage for their exports to this country, thus depriving U.S. industry of market share, sales revenue, profits and jobs.

How does U.S. industry fight violations of U.S. trade laws?

It can do so (i) by intensively monitoring foreign producers' and governments' unfair and injurious practices, (ii) by supporting efforts to combat these practices, (iii) by opposing legislative and regulatory proposals that would undermine U.S. trade laws and their strict enforcement and (iv) by supporting proposals that would improve U.S. trade laws and trade laws enforcement. Through CSUSTL U.S. industry can have an effective voice with Congress and the Administration in preventing the undermining of U.S. trade laws and in promoting stronger laws.

CSUSTL operates as a volunteer coalition (no membership dues), taking positions only where supported by the membership, but maintaining a vigorous presence in Washington with government agencies and Congress.

CSUSTL will continue to work with industry and labor leaders, the Administration, Congress, and through the media to ensure that U.S. trade laws remain fully intact.

XVI Plenary Meeting

September 8-9, 1997

Attendees List

Contact

John Mein
Jan Gentry
Bud Piland
Andrea Bertone
Sebastian Mattos
J. Henrique de Campos
Diane Fulman
Henrique Meirelles
Maria G. Johnson
Jennifer LaHair
Rep. Benito Gama
Rep. Luis Carlos Hauly
Rep. Germano Rigotto
Pedro Parente
Amb. Jose Botafogo

Mauricio Cortes

Renard Aron
David Hirschmann
Michael McBrierty
Frank Salas
Joseph Samora
Warner Johnson
Robert Peterson
Denis Root
Duane P. Lambeth
Robert Smith
Sandra Taylor
Isaac Cohen
Amb. Diego Guelar
Amb. Paulo Tarso Flecha de Lima
Minister Maria Stela Frota
Norberto Moretti
Sergio Taam
Elizabeth McQuerry
Francisco Gadelha
Antenor Barros Leal
Michel Perez
Calvin Dyer
Peter Iovino
Tim Richards
Jeanne Pryce
Andre Beer

Company

AmCham Brazil - Sao Paulo
AT&T
Babcock & Wilcox
Baker and McKenzie
Baker and McKenzie
Banco Real
BankBoston
BankBoston
Baxter Healthcare
Biotechnology Industry Organization
Brazilian Chamber of Deputies
Brazilian Chamber of Deputies
Brazilian Chamber of Deputies
Brazilian Ministry of Finance
Brazilian Ministry of Industry, Commerce & Tourism
Brazilian Ministry of Industry, Commerce & Tourism
Brazil-U.S. Business Council
Brazil-U.S. Business Council
Brazil-U.S. Business Council
B&H Labeling Systems
Case Corporation
Caterpillar, Inc.
Caterpillar, Inc.
Chrysler Corporation
Comerica Bank
Eastman Chemical Company
Eastman Kodak
ECLAC
Embassy of Argentina
Embassy of Brazil
Embassy of Brazil
Embassy of Brazil
Embassy of Brazil
Federal Reserve Bank of Atlanta
Federation of Industries of Paraiba
FIRJAN
First Chicago NBD
Ford Motor Company
Ford Motor Company
General Electric Company
General Motors
General Motors do Brasil

**XVI Plenary Meeting
September 8-9, 1997**

Attendees List

Contact

Luiz Moan
Amb. George W. Landau
Peter Walters
Susan Tuttle
Mario Villares
Michael Kuschel
Ryuta Fujino
Christen Cupples
Jennifer Bremer
Fernando de Posadas
Juan Garcia
Ilona Vega
Marcos Madureira
Kazuko White
Marian Barell Nelson
Beatriz Neves
Jose Reis
Sandra Rios
Thomas Katsing Sleh
Artur Ramos
Cesar Souza
Joao Sa
Lisias Alcantara
Ian Read
Gonzalo Dal Borgo
Dagoberto Lima Godoy
Marsha Percy
Anita Epstein
Richard Larios
Roger Dorf
Rob Mulligan
Flavio Carvalho
Lincoln Delbone
Solange Stevens
Jon Atwood
Willard Workman
Steve Jacobs
Amb. Jeffrey Davidow
Rep. Jim Kolbe
Elizabeth Barbosa
Jose Brautigam
Paul Dwyer
Henrique Rzezinski
Kenneth Klein

Company

General Motors do Brasil
Guardian Industries
Guardian Industries
IBM
Industrias Villares, S.A.
ITW Hi-Cone
Japan Center for International Finance
Kaiser Associates
Kenan Institute for Private Enterprise
King & Spalding
Lucent Technologies
Lucent Technologies
Mercedes-Benz do Brasil
Mitsubishi International Corp.
Motorola, Inc.
National Confederation of Industry
National Confederation of Industry
National Confederation of Industry
New Age Beverages
Odebrecht of America, Inc.
Odebrecht of America, Inc.
Odebrecht, S.A.
Owens Corning Fiberglas
Pfizer International
Ralston Purina International
Rio Grande do Sul Industry Federation
Russell Reynolds Associates
Shearman & Sterling
Southwestern Bell International Development
Sync Research
The Chubb Corporation
TransBrasil Airlines
TransBrasil Airlines
TransBrasil Airlines
UST, Inc.
U.S. Chamber of Commerce
U.S. Department of Commerce
U.S. Department of State
U.S. House of Representatives
Volkswagen do Brasil
Wilmer, Cutler & Pickering
Wilmer, Cutler & Pickering
Xerox do Brasil
Xerox Corporation

Clinton Presidential Records Digital Records Marker

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

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

PRESS

Divider Title: _____

**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

For Immediate Release

September 16, 1997

TO THE CONGRESS OF THE UNITED STATES:

I am pleased to transmit a legislative proposal entitled the "Export Expansion and Reciprocal Trade Agreements Act of 1997." Also transmitted is a section-by-section analysis.

This proposal would renew over 60 years of cooperation between the Congress and the executive branch in the negotiation and implementation of market-opening trade agreements for the benefit of American workers and companies.

The sustained, robust performance of our economy over the past 5 years is powerful proof that congressional-executive cooperation works. We have made great strides together. We have invested in education and in health care for the American people. We have achieved an historic balanced budget agreement. At the same time, we have put in place trade agreements that have lowered barriers to American products and services around the world.

Our companies, farms, and working people have responded. Our economy has produced more jobs, more growth, and greater economic stability than at any time in decades. It has also generated more exports than ever before. Indeed, America's remarkable economic performance over the past 5 years has been fueled in significant part by the strength of our dynamic export sector. Fully 96 percent of the world's consumers live outside the United States. Many of our greatest economic opportunities today lie beyond our borders. The future promises still greater opportunities.

Many foreign markets, especially in the developing world, are growing at tremendous rates. Latin American and Asian economies, for example, are expected to expand at three times the rate of the U.S. economy over the coming years. Consumers and industries in these countries prize American goods, farm products, services, and the many expressions of American inventiveness and culture. While America is the world's greatest exporting nation, we need to do more if we want to continue to expand our own economy and produce good, high-wage jobs.

We have made real progress in breaking down barriers to American products around the world. But many of the nations with the highest growth rates almost invariably impose far higher trade barriers than we do. We need to level the playing field with those countries. They are the nations whose markets hold the greatest potential for American workers, firms, and agricultural producers.

Today, the United States is the world's strongest competitor. The strength of the U.S. economy over the past several years is testimony to the creativity, productivity, and ingenuity of American firms and workers. We cannot afford to squander our great advantages by retreating to the sidelines and watching other countries conclude preferential trade deals that shut out our goods and services. Over 20 such agreements have been concluded in Latin America and Asia alone since 1992. The United States must continue to shape and direct world trading rules that are in America's interest and that foster democracy and stability around the globe.

more

-(OVER)-

I have pledged my Administration to this task, but I cannot fully succeed without the Congress at my side. We must work in partnership, together with the American people, in securing our country's future. The United States must be united when we sit down at the negotiating table. Our trading partners will only negotiate with one America -- not first with an American President and next with an American Congress.

The proposal I am sending you today ensures that the Congress will be a full partner in setting negotiating objectives, establishing trade priorities, and in gaining the greatest possible benefits through our trade agreements. The proposal expands upon previous fast-track legislation to ensure that the Congress is fully apprised and actively consulted throughout the negotiating process. I am convinced that this collaboration will strengthen both America's effectiveness and leverage at the bargaining table.

Widening the scope of consultations will also help ensure that we will take all of America's vital interests into account. That is particularly important because today our trade agreements address a wider range of activities than they once did. As we move forward with our trade agenda, we must continue to honor and reinforce the other values that make America an example for the world. I count chief among these values America's longstanding concern for the rights of workers and for protection of the environment. The proposal I am transmitting to you recognizes the importance of those concerns. It makes clear that the agreements we conclude should complement and reinforce those values.

Ever since President Franklin Roosevelt proposed and the Congress enacted America's first reciprocal trade act in the depths of the Great Depression, the Congress and the President have been united, on a bipartisan basis, in supporting a fair and open trading system. Our predecessors learned from direct experience the path to America's prosperity. We owe much of our own prosperity to their wisdom. I urge the Congress to renew our longstanding partnership by approving the proposal I have transmitted today.

WILLIAM J. CLINTON

THE WHITE HOUSE,
September 16, 1997.

#

THE WHITE HOUSE
Office of the Press Secretary

For Immediate Release

September 16, 1997

FACT SHEET

The Export Expansion and Reciprocal Trade Agreements Act of 1997

Today, President Clinton transmitted to the Congress the "Export Expansion and Reciprocal Trade Agreements Act of 1997." This proposal is designed to renew "fast-track" procedures for trade agreements requiring congressional approval and implementation as well as to renew the President's authority to proclaim tariff reductions in return for tariff reduction commitments by U.S. trading partners.

Background

The proposal reactivates a partnership between the President and the Congress that dates back over 6 decades. Recognizing that the high protective U.S. tariff walls it established in 1930 had only served to deepen the Depression, the Congress 4 years later enacted the first reciprocal trade agreements act. In that act, the Congress gave the President authority to negotiate mutual tariff reductions with our trading partners. The Congress renewed that authority repeatedly over the years, and successive Presidents used the authority to dramatically reduce tariff barriers around the world.

"Fast track," first put in place under the Ford Administration, is a further expression of the partnership between the President and the Congress in bringing down barriers to U.S. exports. Under fast track the Congress and the President work together, ensuring that the United States can effectively negotiate away foreign tariff barriers to U.S. products as well as non-tariff barriers -- such as quotas, protectionist product standards, and subsidies -- which foreign governments have increasingly substituted for tariffs to exclude U.S. products. Fast track lapsed along with most of the President's tariff reduction authority 3 years ago.

The President's Proposal

The President's proposed legislation serves to reunite the Congress and the President in trade negotiations. The President's proposal ensures that the Congress is fully integrated into the formulation of U.S. goals, strategies, and decision-making for each trade negotiation subject to fast-track procedures. Because the Congress and the President are united under the proposal, it tells U.S. trading partners that the United States speaks at the bargaining table with one voice and that the Congress will not seek to reopen trade agreements after they are negotiated.

The proposal also renews the President's longstanding tariff-cutting authority. The proposal adds a provision that will allow the President to implement new tariff harmonization or elimination agreements on a sectoral or regional basis, consistent with World Trade Organization rules.

more

(OVER)

The proposal calls for the President's tariff reduction authority and the new fast-track procedures to remain in effect until October 1, 2001. The President may request an extension of his tariff-cutting authority and "fast-track" procedures through September 30, 2005, subject to disapproval by either House of the Congress.

A summary of the key provisions of the proposal follows.

Negotiating Objectives

The proposal sets out "overall" and "principal" trade negotiating objectives for the President. The objectives call on U.S. negotiators to seek, for example:

- To reduce trade barriers and trade distortions that limit market opportunities for U.S. exports, including those aspects of foreign government policies and practices directly related to trade.
- To reduce foreign government barriers that discriminate or impose unreasonable regulatory barriers on U.S. service providers.
- To reduce artificial or trade-distorting barriers to U.S. foreign investment.
- To obtain adequate and effective protection for U.S. intellectual property rights and increased access to foreign markets for U.S. businesses that rely on intellectual property.
- To make the proceedings of international trade bodies more open to public view.
- To secure fairer and more open trading conditions for U.S. agricultural products.
- To promote through the World Trade Organization internationally recognized worker rights and sustainable development.

Trade Agreements Covered by the President's Proposal

The President may negotiate and bring back to the Congress for fast-track congressional approval and implementation trade agreements addressing tariff barriers, nontariff barriers, or both.

- Thus, fast track could be used to carry out agreements concluded under the trade negotiating agenda set out in the congressionally approved agreements administered by the World Trade Organization -- for example, to further reduce tariff and nontariff barriers to agricultural trade.
- The President could use his renewed "proclamation authority" to carry out a sectoral agreement, similar to the recent "Information Technology Agreement", which is reducing tariffs that foreign governments impose on billions of dollars of U.S. computer, electronic, and semiconductor products sold around the world.
- Finally, fast track could be used for bilateral or regional free-trade arrangements.

more

Making the Congress a Partner in Trade Negotiations

In order for an implementing bill to qualify for fast-track procedures, the President must comply with numerous notice and consultation provisions designed to ensure that the Congress is a full partner with the President in critical trade negotiations. These provisions enable the Congress to set priorities, provide advice, and exercise oversight at all stages of the negotiations and after the agreement is concluded. That ensures that congressional views will be fully reflected both in the final agreement and in the manner in which the agreement is carried out. Moreover, if the Congress concludes that the President has not adequately consulted the Congress regarding a proposed agreement, the proposal creates an expedited procedure for the Congress to refuse to apply fast-track procedures.

- The President must provide written notice to the Congress before initiating negotiations and must spell out in writing his principal objectives for the negotiations.
- The President must consult with the Congress as negotiations progress and again before an agreement is concluded. To enhance these consultations, the proposal calls on U.S. negotiators to keep official congressional advisors fully informed regarding the negotiations.
- Before signing an agreement, the President must inform the Congress of any other agreements he has concluded or intends to conclude with the country or countries concerned. He must also state his plans for implementing the trade agreement and whether the agreement will require additional legislation beyond that subject to fast-track procedures.
- The proposal requires the President to describe at the time he submits implementing legislation to the Congress how he intends to use existing regulatory and administrative authority to carry out the agreement. He must also explain in writing how the agreement meets congressionally mandated negotiating objectives and serves U.S. economic interests.
- Under well-established practice, the President collaborates with the Congress in drafting the implementing legislation and the legislation is subject to informal public hearings and "mark-ups" by all congressional committees of jurisdiction before its introduction.

Enhancing the Role of the Public and the Private Sector

The proposal adds to existing law by ensuring that the public is fully informed of the negotiations and that the President receives advice from both the private sector and the public concerning the negotiations.

- The President must solicit views from the public, and the United States International Trade Commission, regarding any proposal to change U.S. tariffs. In addition, under the proposal, the President must notify the public of any agreement in advance of signing it.

more

(OVER)

- The proposal adds to the existing requirement that the President must seek the views of congressionally authorized private sector advisory committees during the course of the negotiations. These groups include advisory committees on goods, services, agriculture, intellectual property, labor, U.S. foreign investment, intergovernmental affairs, and the environment. The proposal ensures that these committees will also examine and provide their views to the Congress and the President on any proposed agreement -- before it is signed.

Fast-Track Procedures

Provided the President observes each of the proposal's notice, consultation, and other procedures in connection with the negotiation of a trade agreement, the agreement and its implementing legislation are subject to fast-track consideration in the Congress. Fast-track rules call for the Congress to vote on qualifying trade agreements and implementing legislation without amendment within 60 "legislative days" -- typically a period of several months or more.

Under the President's proposal, new statutory provisions or other changes in U.S. law required to carry out a trade agreement may be included in fast-track implementing legislation only if the changes are both: (1) necessary or appropriate to implement the agreement; and (2) related to trade. These requirements prevent fast-track bills from being used to enact non-trade provisions.

Tariff-Cutting Authority

Under the renewed "proclamation authority," the President would be authorized to carry out agreements that reduce by up to 50 percent U.S. tariffs that currently exceed 5 percent ad valorem. The President would be able to eliminate duties of 5 percent or less. The proposal adds a provision that will allow the President to implement new tariff harmonization or elimination agreements on a sectoral or regional basis, consistent with World Trade Organization rules.

/ / /

THE WHITE HOUSE

Office of the Press Secretary

(Martha's Vineyard, Massachusetts)

Embargoed For Release

Until 10:06 A.M. EDT

Saturday, August 23, 1997

RADIO ADDRESS OF THE PRESIDENT
TO THE NATION

Martha's Vineyard, Massachusetts

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

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

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

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

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

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

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

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

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

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

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

END

U.S. DEPARTMENT OF STATE
Office of the Spokesman

(As Prepared for Delivery)

September 18, 1997

Willard Inter-Continental Hotel
Washington D.C

Secretary of State Madeleine K. Albright "International Economic Leadership: Keeping America on the Right Track for the Twenty-First Century" American Business Conference and the Institute for International Economics

Thank you, Dick and Pete, for your kind words and for all you have done over the years to build American prosperity and extend American influence. I thank both the American Business Conference and the Institute for International Economics for participating in and arranging this event. And I am grateful that so many of you could be here.

Before I begin, I have a very brief statement to make about a tragedy that occurred early today in Cairo. Terrorists launched a grenade attack against a tourist bus in the downtown of the Egyptian capital, reportedly killing nine and injuring dozens more. On behalf of the United States Government, I condemn this cowardly act of terrorism in the strongest possible terms.

I offer our prayers and our condolences to the families of those who were killed or injured in this barbarous attack, and to the Governments of Egypt and Germany. We must never give in to terror. The United States supports President Mubarak in his efforts to prevent terrorism in Egypt and to oppose it everywhere around the world.

This morning, I would like to discuss with you a goal that is at the heart of America's international economic and foreign policy.

That goal is to take advantage of the empowering evolution in technology and trade to bring the world closer together around basic principles of democracy, open markets, law and a commitment to peace. By so doing, we can ensure that our economy will continue to grow, our workers will have access to better jobs, and our leadership will be felt wherever U.S. interests are at stake.

We will also fuel an expanding global economy that is creating new opportunities for people on every continent. And we will give more countries a stake in the international system, thereby denying nourishment to the forces of extremist violence that feed on deprivation across our planet.

We begin with the understanding that in an increasingly integrated global economy, the quest for prosperity is the opposite of a zero sum game. "Beggar thy neighbor" doesn't work; "prosper with thy neighbor" does.

Second, the driving force behind economic growth is openness: open markets, open investment, open communications and open trade. This is fundamental. Protectionism is an economic poison pill. We cannot expect to gain access to new markets elsewhere if we put a padlock on our own.

Third, when we make progress on the international economic front, we make progress on all fronts. A world that is busy growing will be less prone to conflict and more likely to cooperate. Nations that have embraced economic reform are more likely to move ahead with political reform. And as history informs us, prosperity is a parent to peace.

Finally, if we are to lead effectively abroad, we must maintain a consensus here at home for that leadership.

Our political leaders must approach the issue of trade on a nonpartisan basis.

Our policymakers must make the case for international engagement persuasively, repeatedly and in language a non-economist, such as myself, can understand. And our business community can help by emphasizing to its employees and to the public the benefits that accrue from an open global economy.

In this connection, I happened to notice a recent article in the Wall Street Journal about a businessman in the Midwest who started trading internationally only to find that his workers had begun to worry about their jobs. So he decided to raise a flag outside his company every time a sale to a new country was made. Soon, he was flying the banners of more than a dozen nations--each flag representing an additional market for the firm's goods and additional income for its employees.

The bottom line is that it will require a team effort to sustain a consensus for American leadership in the economy of the future. The President, and I, and the Administration's entire economic team are prepared to do our part. We count on you to do yours.

The message inherent in those flags and the message that we must all do our best to get across is that movement towards a more integrated global economy is not a choice or an option; it is a fact of life. Integration is fueled by technology which is driven by knowledge which has no reverse gear.

This means that, more and more, what happens anywhere will matter everywhere. Whether the "anywhere" is the financial markets of Southeast Asia, the croplands of Latin America, or the factory floors of Europe, developments there will be felt here, by U.S. workers, farmers, investors and businesspeople. Because we are a global power with interests and connections on every continent, we have a vital stake in creating and sustaining the conditions for global prosperity.

It is true that the accelerated tempo of change that results from globalization has its downside. Some industries expand, but others contract, as we move toward higher and higher value-added industries. Our consumers benefit and our overall economy grows. But it is no consolation to a worker displaced by foreign competition to know that he or she is part of a global phenomenon.

Still, the best course for our nation is not to curse globalization, but to shape it, to make it work for America. It would be foolish to get up from the table and leave the game to others. For we are competing very, very well.

With leadership from the White House and bipartisan support on Capitol Hill, we have put our fiscal house in order. More U.S. jobs were created during the first Clinton Administration than in any other Administration in history. And because of the genius and enterprise of our people, we have the most competitive economy and most productive workforce in the world. To maintain our edge, we must continue sound fiscal policies that drive deficits down and keep interest rates low.

And we must invest in our people by striving for excellence in the classroom and by ensuring that our workers enter the twenty-first century with twenty-first century skills. On the global chessboard, we want more and more of our citizens equipped to be bishops or knights, rather than pawns. That's why we're lifting educational standards nationwide and investing in training as never before.

Finally, we must use our diplomatic tools to sustain momentum towards an increasingly open and fair system of global investment and trade.

Consider that trade accounts for twice as much of our economic activity as it did a quarter century ago, and has fueled the remarkable period of sustained economic growth we have enjoyed these past five years. Today, eleven to twelve million American jobs are supported by exports and this number is rising rapidly. And these are good jobs, paying--on the average--13% more than others.

Since President Clinton took office, we have negotiated more than 200 trade agreements, including NAFTA and the Uruguay Round.

We have forged historic commitments to achieve free trade and investment across the Asia-Pacific through APEC and across the Americas through the Miami Summit process. We are working to expand our economic ties with the European Union through the Transatlantic Business Dialogue, and in Africa through our proposed Partnership for Economic Growth and Opportunity.

We have also been doing everything we possibly can to ensure that agreements made are agreements kept. Like Secretary Christopher, I have made it clear to our diplomats that one of their principal jobs is to see that the rights of American companies are respected and their opportunities enhanced. To that end, our trade negotiators are making full use of every available enforcement tool, including a strengthened WTO.

We do not intend to stop here. We are determined, as President Clinton has said, to keep growing our economy. That is why we have asked Congress to renew the Executive's traditional fast track negotiating authority this fall.

The President needs this authority to negotiate smart new agreements that will break down barriers to American exports, create better jobs and raise our standard of living.

With that authority, the President can pursue free trade with Chile, a Free Trade Area for the Americas and new market access agreements in the Asia-Pacific. We can also work towards agreements to open up whole new sectors of the global economy in fields where our nation is highly competitive. These agreements work to our advantage because our tariffs are currently lower than those of other countries.

For example, we are preparing to negotiate a further opening in agricultural markets. Our farmers are by far the world's most productive. They help feed the world. But they do so, despite tariffs on U.S. products that in some cases are as high as 100%. They also confront many non-tariff barriers. In gaining access to this \$500 billion a year market, we want a level playing field for American agriculture--but to get it, we need fast track.

During the next quarter century, the world will invest trillions of dollars, yen, marks, francs and other currencies in the infrastructure of a modern economy. They will pour money into sectors such as energy, information systems and environmental technology. We want to open these sectors to free and fair trade--but to do so, we need fast track.

We want to protect our intellectual property--and stop the rip-off of billions of dollars worth of American products illegally copied every year--but to make that happen, we need fast track.

Latin America is a market of half a billion people. Their incomes are rising and they buy what we sell. More than forty percent of the region's imports come from the U.S. even though Latin tariffs average four times our own. We would like to negotiate agreements that push their tariffs down and lift our exports up--but for that to happen, we need fast track.

We know that sectoral agreements benefit the United States. Last year's information technology agreement will produce an estimated \$5 billion reduction in tariffs on American computers and related equipment. In Colorado, where I grew up, we would call that a tax cut. Where I live now, we would call that five billion good reasons why restoring traditional negotiating authority deserves bipartisan support.

As economists and business people, you know that if we fail to participate in shaping the global trading system, we will nevertheless be shaped by it.

Earth is, after all, the only globe we have and only one out of every twenty of the world's consumers live on our share of it. If we choose to hide behind walls rather than tear them down, our products will face higher tariffs; our services will be harder to sell; our businesses will find it more difficult to win contracts; our economy will create fewer jobs; and--because we are absent from the bargaining table--we will have no success at all in promoting higher environmental and labor standards.

Whatever we decide, others will move forward. Since 1992, in Latin America and Asia alone, our competitors have negotiated more than 20 free trade pacts that exclude the United States. Some of our leading trade partners have reached agreements that will vastly expand trade among themselves. As supporters of economic integration and trade, we should be on the inside shaping these agreements, not on the outside looking in.

Fast track is an essential and proven tool of diplomatic leadership. Until it lapsed three years ago, it was an instrument every President for the past two decades has had and has used to the benefit of the United States. It does not in any way detract from the constitutional authority of the Congress to approve trade agreements. In fact, the legislation that has just been submitted by the Administration includes language that would make Congress a full partner in setting our trade objectives and priorities.

What fast track does do is assure our trading partners that there will be an up or down vote on any deals we strike and that those deals will not be unraveled provision by provision. Our partners argue that this is the only sensible way to conduct business. And they are right. Without fast track, America will find itself alone. With fast track, America can lead.

This matters because of the economic dividends that well-designed trade agreements generate. But fast track is about more than dollars and cents; it is a foreign policy imperative. It is indispensable to U.S. economic leadership and that leadership is indispensable to U.S. influence around the globe.

American prestige is not divisible. If we want our views and interests respected, we cannot sit on the sidelines with a towel over our heads while others make the trade and investment plays that will determine the economic standings of the twenty-first century.

In many capitals, if we have nothing to say on trade, we will find it harder to have productive discussions on other issues of direct importance to American interests. In contrast, strong economic ties can be a foundation for cooperation across the board.

In the Asia-Pacific, our efforts to expand investment and trade have helped to deepen understanding among our partners of their shared stake in security.

In Europe, economic integration is a major contributor to our strategic goal of a continent that is becoming--for the first time in history--wholly united, wholly at peace and fully free.

In Latin America and the Caribbean, our initiatives on trade are a vital part of a larger process of cooperation that includes working together to fight narcotics trafficking, crime, pollution, illegal immigration and other threats to the well-being of our citizens.

For decades during the Cold War, we Americans spread the gospel of competition, free enterprise and open markets. Today, people and governments everywhere are converting to the faith. But make no mistake, they will be watching the fast track debate closely to see whether we continue to practice what we have so long preached.

That is why, as Secretary of State, I will do everything I possibly can to persuade Members of Congress to be true to America's own philosophy, to say "yes" to restoring the President's traditional negotiating authority and "yes" to continuing American prosperity at home and leadership abroad.

Of course, fast track and trade are not the only economic tools we use to help create an international system that is more open, democratic and respectful of the rule of law.

For example, China is seeking to enter the World Trade Organization. We are negotiating with Beijing to ensure that it do so only under commercially viable rules that would require it to end unfair trade barriers, enforce trade laws uniformly and use WTO procedures to settle disputes.

We are using our foreign assistance program, modest as it is, to enlarge the circle of market democracies by helping newly-free nations to create a better climate for investment, curb corruption and reduce crime.

We are using our economic aid to make the benefits of lasting peace more tangible for people in the Middle East, Bosnia, and Northern Ireland.

And we are relying on you, the American business community, to help spread the word from Manila to Moscow to Maputo to Mexico City that the path so many countries have chosen--the path of openness, participation and integration--is the right path for the 21st century.

The connections we make through increased investment and trade complement our efforts to spur development and prevent conflict. As we encourage reform, expand markets and forge new agreements, we give more and more nations an equity interest in peace. In this way, shared prosperity yields the golden dividend of shared security.

Despite this, there are many in our own country and overseas who oppose or resist the trend towards a more integrated world economy. They disregard its role as a great stabilizer in international affairs and focus instead on the fear that globalization will put downward pressure on wages and reward employers who cut corners on working conditions and environmental protection.

These are serious concerns that must be addressed seriously if we are to maintain a consensus in favor of free trade and open markets in the United States and around the world.

To do so, we must remember that opening the world economy is not an end, but a means. Our purpose is not simply to increase the volume of global commerce; it is to improve the quality of peoples' lives. The evidence is clear, however, that globalization is not lowering standards around the world, it is raising them. Open economies are more likely to lift people out of poverty than economies that are stagnant and closed.

It is no accident that as East Asian nations have reformed their economies during the last quarter century, the percentage of their citizens who are poor has plummeted, and large, educated middle classes have emerged. This, in turn, has created new pressures for decent wages, environmental protection and greater democracy.

A similar trend is gathering steam in Latin America.

These trends will continue to spread as more nations embrace economic reform. The World Bank estimates that, during the next decade, developing countries will grow collectively at an annual rate of more than five percent, double the pace of the 1980's. Growth is expected in every region, including Africa, where the continent's best new leaders have embraced policies designed to help private enterprise take hold.

As the world's economies grow, a variety of tools will be available to shape that growth in socially constructive ways.

For example, the fast track legislation submitted by the Administration reflects the President's commitment to promote worker rights and responsible environmental protection.

It is vital to bear in mind, however, that trade is but one very limited instrument for promoting higher environmental and labor standards. The Administration can--and is--pursuing these goals through other avenues such as the International Labor Organization, the WTO, the international banks, the Commission on Sustainable Development and the Montreal Protocol. Also important are the initiatives that consumers and businesses can take.

Last spring, the President personally invited business, labor and other NGO's to come together around an Apparel Industry Initiative that will bring "No Sweat" garments and footwear to America from workplaces that are monitored overseas. Similar labeling initiatives make it possible for consumers to purchase South Asian rugs and soccer balls and know that these products were not made with child labor.

It is also encouraging to see the competition that has begun in many segments of American industry for bragging rights about which company has done the most to help the environment, improve working conditions or train employees. This competition is good for our friends overseas; it advances the goals of U.S. foreign policy; it helps us here at home; and it is a trend that consumers welcome and will reward.

The pursuit of free trade places a responsibility on the business community to conduct itself in a way that preserves the consensus for free trade. And I am certain that most Americans would agree that profits should come from inspiration and perspiration, not exploitation.

For more than half a century, the United States has played the leading role within the international system, not as sole arbiter of right and wrong, for that is a responsibility widely shared, but as pathfinder

Our predecessors had the foresight to forge alliances such as NATO, institutions such as the World Bank and initiatives such as the Marshall Plan to defend freedom and build prosperity. They did so on a bipartisan basis.

Today, under President Clinton, we are constructing a new framework to address the challenges of our time, based on principles that will endure for all time.

In so doing, we are heeding the lessons of this century that economic strength is essential to national strength; that open markets are essential to prosperity which is a friend to security; that there can be no progress without the rule of law; and that problems abroad, if left unattended, will all too often come home to America.

We look out upon a world no longer held back and driven apart by divisions between east and west and north and south; a world in which the benefits of the international system are open to every nation able to accept its responsibilities and willing to play by its rules.

We anticipate a tomorrow not without danger or free from disappointment; but we also see an opportunity we must seize; an opportunity to create a future liberated by freedom of thought and empowered by freedom of enterprise; a future of greater promise and possibility than any generation has known.

America is not a slow track society. Although tempted at times to rest, we cannot stand still; nor can we merely move. Like the great explorers of half a millennium ago, we must embark upon a new Age of Discovery.

We must strive not merely to stay afloat; but rather raise our sails high and catch the propelling winds of change at their fullest. And with economic and political liberty as the North Star by which

we navigate, we must chart a course to the far horizon so that we may disembark in the new century free and respected, prosperous and at peace.

Thank you very much.

FOR IMMEDIATE RELEASE
Wednesday, September 10, 1997

Contacts: (202) 463-5682 ` Frank Coleman / Joe Davis
1-888-249-NEWS (toll free) press@uschamber.com

U.S. CHAMBER OF COMMERCE CALLS ON PRESIDENT TO SUBMIT FAST-TRACK BILL TO CONGRESS

Opposes Attaching Non-Trade Items To Legislation

WASHINGTON, D.C. - The U.S. Chamber of Commerce today urged the Clinton Administration to immediately submit fast-track trade legislation to the Congress because further delay hurts American business' ability to expand overseas and create new opportunities for American workers.

Thomas J. Donohue, Chamber president and CEO, said, "We agree with the President and congressional leaders that expanding foreign trade is vital to American small business and our nation's continued prosperity. We believe that fast-track legislation, cleanly submitted and quickly enacted, provides the best opportunity to open new markets."

Donohue added, "The Chamber hopes to be in a position to support the administration's legislation, but of course, we cannot endorse a bill we haven't seen. We urge the administration and the Congress to enact a bill unencumbered by extraneous non-trade issues."

"The Chamber believes that every President should be empowered to conduct trade negotiations to further U.S. businesses' access to foreign markets."

Donohue concluded, "The devil is always in the details; business will support fast-track that furthers America's economic growth and commerce abroad."

August 22, 1997

TO: Jay Berman
Vicki Radd
Tony Blinken
David Leavy
Peter O'Keefe
Jay Ziegler

FR: David Marchick *DM*

CC: Stu Eizenstat
Al Larson
Bryan Samuel
Bennett Freeman
Carrie Goux
Chris Szymanski

RE: Endorsement Strategy

Per your request at last week's meeting, below are a few thoughts about potential key endorsers for Fast Track. These could supplement our current effort to reach out to business, governors, etc. We should pull together a small meeting next week to discuss where to go from here.

The key groups to reach out to include:

FORMER PRESIDENTS, SECRETARIES OF STATE, USTRs, etc.

We should develop a strategy to activate these officials (list attached) to:

- 1) Write letters of support
- 2) Sign op-eds
- 3) Participate in Congressional briefings organized either by the WH or by the whip group; for example, Sandy Berger participated in several bipartisan bill briefings with Brent Scowcroft and others -- these were quite effective.
- 4) Make targeted phone calls
- 5) Do interviews with local and national media
- 6) As planned, organize events on hill and at WH around these officials.

Organizing suggestions:

Former Presidents: Stu knows Carter and Ford well and could reach out directly with them. For Bush, I believe Mack coordinated directly with him. Carla Hills and Bob Zoellick also were very helpful in drafting/editing op-eds and speeches for Bush, Ford and former Secretary Jim Baker. I have spoken with Zoellick; he is willing to be helpful again.

For the former Secretaries/USTRs, I suggest that each agency identify one former Secretary who could reach out to his/her former colleagues. For example, Carla Hills organized a letter for all former USTRs during NAFTA and GATT; William Miller did the same for Treasury Secretaries. I would recommend that the current principal call the designated lead former Secretary to solicit his/her involvement. Laura Tyson, Mickey Kantor and Secretary Christopher may be willing to help.

We should also develop a fax list for them so we can send them talking points, speeches, etc. and include them in White House events where possible. Finally, we should think about sequencing for each of these activities so the timing of their involvement squares with our legislative strategy.

CONSERVATIVES

As we have discussed, it is critical that we reach out to as many Conservatives as possible to shore up Republican support. Among others (many you have probably already thought of) I would touch base with:

Bill Kristol
George Will
James Miller (former OMB Director and Chair of Citizens for a Sound Economy)
Jean Kirkpatrick
Paul Volcker (for economic conservatives)
Jack Kemp
John Sununu
Paul Gigot
Vin Weber
Tony Blankley

FORMER SENATORS/PEOPLE WHO CAN SPEAK TO SENATE "PREROGATIVE" ISSUE

As we have discussed, when we get to the Senate, many (Byrd, Stevens, etc.) will argue against fast track because of the need to protect Senate prerogatives (ie. right to amend, right to debate indefinitely). Attached is a letter to the President from Sen. Byrd. We should reach out early for a few validators who can counter these arguments. These could include:

Senator Dole
Senator Nunn
Senator Rudman
Secretary Bentsen
Senator Danforth
Senator Mitchell
Senator Proxmire
Norman Ornstein (AEI)
Thomas Mann (Brookings)
Prof. John Jackson, University of Michigan (perhaps the leading trade academic)

THINK TANKS

I believe you have already done this. If not, I would organize a meeting with Jay/Vicki with:

- John Sweeney, Heritage Foundation
- Joe Cobb, Heritage Foundation
- Sidney Weintraub, CSIS
- Delaal Baer, CSIS
- Gary Hufbauer, IIE
- John Yochelson, Council on Competitiveness
- Fred Bergsten, IIE
- Claude Barfield, AEI
- Paula Stern, PPI
- Greg Mastel, ESI
- Mac Desler, U. of Maryland
- Someone from Brookings

PRIVATE SECTOR/NGOS

The private sector coalition should be pulling this together. Nevertheless, we should push them to get written endorsements from every major manufacturing, sectoral, and agricultural trade association so we can send produce a large endorsement package for the hill, media and editorial boards. Attached, for example, is the AG for GATT endorsement, which is quite impressive. Of the consumer groups, only Consumers Union has been supportive in the past; we should reach out to Mark Silbergeld of CU.

We should also develop a strategy to reach out to environmental groups; on this, I would defer to USTR or CEQ.

Attachments: List of Former Officials
Letter from Former Presidents
Ag for GATT Endorsement list
Letter from Sen. Byrd to President

Former Treasury Secretaries

C. Douglas Dillon
Henry H. Fowler
Joseph W. Barr
David M. Kennedy
George P. Shultz
G. William Miller
William E. Simon
W. Michael Blumenthal
Donald T. Regan
James A. Baker, III
Nicholas F. Brady
Lloyd Bentsen

Former USTRs

Mickey Kantor
Carla A. Hills
Clayton Yeutter
Bill Brock
Reubin Askew
Bob Strauss
Frederick B. Dent
W. D. Eberle
William M. Roth

Former Commerce Secretaries

Mickey Kantor
Bob Mosbacher
Barbara Franklin
Frederick B. Dent
Elliot Richardson
Alexander Trowbridge
Maurice Stans
Peter Peterson
William Verity
Juanita Kreps

Former Presidents

George Bush
Ronald Reagan
Jimmy Carter
Gerald Ford

Former CEA Chairs

Professor Gardner Ackley
Dr. Michael J. Boskin
Martin Feldstein
Dr. Alan Greenspan
Professor Paul W. McCracken
Professor Raymond J. Saulnier
Dr. Charles Schultze
Dr. Beryl W. Sprinkel
Herbert Stein
Professor Murray L. Weidenbaum

Former Secretaries of State

Warren Christopher
James A. Baker, III
George P. Shultz
Henry A. Kissinger
Alexander M. Haig, Jr.
Larry Eagleburger
Cyrus Vance
Dean Rusk
William P. Rogers
Edmund S. Muskie

November 23, 1994

Dear President Clinton:

We write to add our voices of support to the Uruguay Round agreement. This agreement is the product of three Administrations, Democratic and Republican, and the latest in a series of freer trade initiatives that have been pursued by every President since the Second World War.

The Uruguay Round agreement is the largest, most comprehensive trade agreement in history. It is an investment in a more stable and integrated world in which open societies are linked and invigorated by freer markets. Moreover, it is a bridge from the post-war world of half a century ago to the post-Cold War world which is being forged today.

Congressional passage of the Uruguay Round agreement this year will confer significant economic benefits on the United States and the global economy. Equally important, it will demonstrate that the U.S. is committed to continue leading the world to address the challenges of a dynamic world economy.

Sincerely,

Herbert R. Ford
Jimmy Carter
Ge. Bush



**AG
for
GATT**

News Release

FOR IMMEDIATE RELEASE
October 21, 1994

Contact: Lisa Keller 202-626-8700
Don Lipton 202-484-3600
Melissa Narins (202) 347-3600

Food and Agricultural Groups Unite in Support of GATT Agreement Seen as Promoting Exports and Jobs for Rural America

Washington, DC — A broad grassroots coalition, representing America's farmers, ranchers, cooperatives, agribusinesses and other agricultural interests, today announced the formation of the Agricultural Alliance for GATT (AG FOR GATT) and renewed their call for passage of the Uruguay Round General Agreement on Tariffs and Trade (GATT) implementing legislation when Congress meets in a special session November 29-30 and December 1.

"Approval of the Uruguay Round GATT implementing legislation," the group emphasized, "is essential if U.S. agriculture is to remain a growth industry, meet the food and fiber needs of consumers at home and abroad, and contribute to overall economic growth, jobs and an expanding tax base."

U.S. agriculture is the nation's largest single employer, accounting for nearly 1 out of every 5 jobs. Exports, which account for nearly one-third of total production, are vital to the economic well-being of U.S. agriculture and provide employment for over one million Americans.

The GATT agreement, by reducing existing trade barriers and other unfair trade practices, including the use of export subsidies, is projected to increase U.S. agricultural exports by \$5 to 14 billion over the next 5 years, which will help create over 110,000 new jobs. This, in turn, would help generate more than \$10-\$30 billion in related economic activity the impact of which would be felt not just in rural America, but throughout the local, state and national economy.

"This year's record corn and soybean harvests," the group added, "together with continued large production of many other agricultural commodities, underscores the importance of maintaining and expanding foreign markets for U.S. agriculture."

-more-

As an example of the potential benefits of expanded trade opportunities, the group pointed to last year's approval of the North American Free Trade Agreement (NAFTA). Through the first 7 months of this year, U.S. agricultural exports to Mexico are up 9 percent and are expected to reach a record \$4 billion by year's end.

In addition to approval of GATT, the group said, is the need to maintain support for U.S. policies and programs as allowed under GATT to ensure that U.S. agriculture remains viable and competitive in the international marketplace. History has shown, for example, that other countries will utilize every available weapon to maintain and expand their share of the world market.

Accordingly, the group applauded the announcements and actions taken by the President and the Administration to ensure that U.S. policies and programs relating to agriculture remain equally competitive with those of other countries within the framework of the GATT agreement.

"Congressional approval of GATT," the group concluded, "would be a major achievement and set the stage for the U.S., including agriculture and rural America, to share in the projections for expanded trade, economic growth, jobs, and rising incomes."

Members of the Agricultural Alliance for GATT (AG FOR GATT) include: Agricultural Retailers Association; American Cotton Shippers Association; American Farm Bureau Federation; American Forest and Paper Association; American Meat Institute; American Seed Trade Association; Blue Diamond Growers; California Canning Peach Association; California Tomato Growers Association; California Walnut Commission; Cargill; Incorporated; Central Soya Company, Inc.; CF Industries, Inc.; Coalition For Food Aid; CoBank—National Bank for Cooperatives; ConAgra, Inc.; Continental Grain Company; Corn Refiners Association, Inc.; Countrymark Cooperative, Inc.; Eastern United States Agricultural & Food Export Council; Elanco Animal Health; Farmland Industries, Inc.; Florida Citrus Mutual; Futures Industry Association; Grocery Manufacturers of America; GROWMARK, Inc.; Gulf Compress; Harvest States Cooperatives; International Apple Institute; International Ice Cream Association; International Dairy Foods Association; Louis Dreyfus Corporation; MFA; Incorporated; Mid-America International Agri-Trade Council; Milk Industry Association; National Association of State Departments of Agriculture; National Barley Growers Association; National Cattlemen's Association; National Cheese Institute; National Corn Growers Association; National Cotton Council; National Council of Farmer Cooperatives; National Dry Bean Council; National Grain and Feed Association; National Grain Trade Council; National Pork Producers Council; National Potato Council; NORPAC Foods, Inc.; North American Export Grain Association; Ocean Spray Cranberries, Inc.; Southern States Cooperative, Inc.; Southern U.S. Trade Association; St. Paul Bank for Cooperatives; Sunkist Growers, Inc.; Sweetener Users Association; United Egg Association; United Egg Producers; United Fresh Fruit and Vegetable Association; U.S. Livestock Genetics Export, Inc.; U.S. Meat Export Federation; USA Poultry & Egg Export Council; USA Rice Federation; Washington State Apple Commission; Western Farm Credit Bank; Western U.S. Agricultural Trade Association.

AG FOR GATT COALITION

NATIONAL ASSOCIATIONS

Agricultural Retailers Association
 American Cotton Shippers Association
 American Farm Bureau Federation
 American Forest and Paper Association
 American Hardboard Association
 American Hardwood Association
 American Hardwood Export Council
 American Institute of Timber Construction
 American Meat Institute
 American Seed Trade Association
 American Society of Farm Managers and
 Rural Appraisers
 American Walnut Manufacturers Association
 APA, The Engineered Wood Assn.
 Coalition For Food Aid
 Corn Refiners Association, Inc.
 Fine Hardwood Veneer Association
 Futures Industry Association
 Grocery Manufacturers of America
 Hardwood Manufacturers Association
 Holstein Association USA
 International Apple Institute
 International Ice Cream Association
 International Dairy Foods Association
 International Veneer Co., Inc.
 National Association of State
 Departments of Agriculture
 National Barley Growers Association
 National Cattlemen's Association
 National Cheese Institute
 National Corn Growers Association
 National Cotton Council
 National Council of Farmer Cooperatives
 National Dry Bean Council
 National Food Processors Association
 National Grain and Feed Association
 National Grain Trade Council
 National Hardwood Lumber Assn.
 National Oak Flooring Manufacturers Association
 National Pork Producers Council
 National Potato Council
 National Wood, Window, and Door Association
 North American Export Grain Association
 Snack Food Association
 Sweetener Users Association
 Terminal Elevator Grain Merchants Association
 The Fertilizer Institute
 United Egg Association
 United Egg Producers
 United Fresh Fruit and Vegetable Association
 U.S. Egg Marketers

U.S. Meat Export Federation
 U.S. Sugar Industry
 USA Poultry & Egg Export Council
 USA Rice Federation

STATE/REGIONAL ORGANIZATIONS

Agricultural Council of California
 Arizona Department of Agriculture
 California-Arizona Citrus League
 California Department of Food and Agriculture
 California Walnut Commission
 Colorado Department of Agriculture
 Connecticut Department of Agriculture
 Eastern United States Agricultural &
 Food Export Council
 Georgia Department of Agriculture
 Hawaii State Department of Agriculture
 Illinois Department of Agriculture
 Kentucky Department of Agriculture
 Lake States Women in Timber
 Louisiana Department of Agriculture and Forestry
 Maryland Department of Agriculture
 Massachusetts Department of Food and Agriculture
 Mid-America International Agri-Trade Council
 Minnesota Department of Agriculture
 Mississippi Department of Agriculture
 and Commerce
 Missouri Department of Agriculture
 Nevada Division of Agriculture
 New York State Department of Agriculture
 and Marketing
 Northeastern Loggers' Association
 Northwest Horticultural Council
 Ohio Department of Agriculture
 Oregon Department of Agriculture
 Penn-York Lumberman's Club
 Rhode Island Department of Agriculture
 Southeastern Lumber Manufacturers Association
 Southern Forest Products Association
 Southern U.S. Trade Association
 Tennessee Department of Agriculture
 Texas Agricultural Cooperative Council
 Texas Department of Agriculture
 Utah Council of Farmer Cooperatives
 Utah Department of Agriculture
 Washington State Apple Commission
 Washington State Department of Agriculture
 Western U.S. Agricultural Trade Association
 Western Wood Products Association
 Wisconsin Department of Agriculture, Trade
 and Consumer Protection

COMPANIES/COOPERATIVES

Abenaki Timber Corporation
Affiliated Rice Milling, Inc.
AgriBank, FCB
AGRIPAC, Inc.
Allegheny Highland Hardwoods, Inc.
American International Log
Appalachian Hardwood Manufacturers, Inc.
Anderson-Tully Company, Inc.
Associated Rice Marketing Cooperative
Augusta Logging Exporters, Inc.
Austin Hunt Logs & Lumber International
Averitt Lumber Company, Inc.
Baillie Lumber Company
Banks Hardwoods, Inc.
Beaumont Rice Mills, Inc.
Blaney Hardwoods, Inc.
Blue Diamond Growers
E. Boyd & Associates, Inc.
Bradford Forest Products
Broussard Rice Mill
Bryan Forwarding Company, Inc.
Buchanan Hardwoods, Inc.
Bunge Corporation
CK International
C-Wood Lumber Company, Inc.
Calico Cottage Candies, Inc.
California Canning Peach Association
California Pacific Rice Milling, Ltd.
California Rice Milling, Ltd.
California Tomato Growers Assn.
Camden Hardwood Company
Cardinal Trading, Ltd.
Cargill, Incorporated
Carlett Warehouse
Central Soya Company, Inc.
CF Industries, Inc.
Chicago Board of Trade
Chicago Mercantile Exchange
Coastal Lumber
CoBank, National Bank for Cooperatives
Cole Hardwood, Inc.
Colonial Craft (Rasmussen Millwork)
ConAgra, Inc.
Connell Rice & Sugar Company
Connor Forest Industries, Inc.
Continental Grain Company
Cookie Investment Company
Cormier Rice Milling Company
Countrymark Cooperative, Inc.
David R. Webb Company, Inc.
Diamond Fruit Growers, Inc.
Duckwater Farms, Inc.
Edwards Wood Products
Elanco Animal Health

El Campo Rice Milling Co.
Energy Beverage Company, Inc.
Falcon Rice Mill, Inc.
Farmers Grain Terminal, Inc.
Farmers' Rice Cooperative
Farmers Rice Milling Company, Inc.
Farmland Industries, Inc.
Fitzpatrick and Weller, Inc.
Florida Citrus Mutual
GDM Farms, Inc.
Georgia-Pacific Corporation
Germain Timber Company
GROWMARK, Inc.
Gulf Compress
Hutchess International, Inc.
Hardwood Plywood Manufacturers, Inc.
Harvest States Cooperatives
High Mountain Associates
Incotrade, Inc.
J.M. Jones Lumber Company, Inc.
Kane Hardwoods
KBX, Inc.
Kitchen Brothers Manufacturing Co.
Langston Companies, Inc.
Lewis Brothers Lumber Co., Inc.
Liberty Rice Milling
Linden International, Inc.
Lo Brothers & Associates
Louis Dreyfus Corporation
Mackey's Ferry Sawmill, Inc.
Matson Wood Products
MBG Marketing
Alan McIlvain Company
MFA, Incorporated
MFA Oil Company
Midwest Lumber & Dimension, Inc.
Milk Industry Foundation
Frank Miller Company
Miller and Company
Monadnock Forest Products, Inc.
Monsanto Company
Monticello Hardwood, Inc.
Morgan Farms
Nicolet Hardwoods
Norbest, Inc.
NORPAC Foods, Inc.
North Atlantic Timber & Shipping
Northland Corporation
Northland Forest Products
North Pacific Lumber Company
Oaks Unlimited, Inc.
Ocean Spray Cranberries, Inc.
Olive Growers Council of California
Owens Forest Products
P.W. Plumly
Pacific Lumber & Shipping Company

Pierce Foods/Hester Industries
Pioneer Hi-Bred International, Inc.
Port of Orange
Producers Rice Mill, Inc.
Providence Bay Fish Company
RAM Export Sales, Inc.
R.B. Farms
Rice Belt Warehouse, Inc.
Rice Growers Association of California
Ricc-Tec, Inc.
Riceland Foods, Inc.
Richmond Lumber, Inc.
Riviana Foods
Rossi Enterprises
Rue & Forsman
Salamanca Lumber Company, Inc.
Schmid Lumber Company, Inc.
Seafood Export, Inc.
Shannon Lumber International
Southern States Cooperative, Inc.
Spellman Hardwoods, Inc.
St. Paul Bank for Cooperatives
Stewart Lumber Company, Inc.
Stimson Lumber
Stinson Seafood Company
Sun-Diamond Growers of California
Sunkist Growers, Inc.
Supreme Rice Mill, Inc.
T & S Hardwoods
Taylor-Cross International
Taylor Lumber, Inc.
Taylor-Ramsey Corporation
The Jolt Company
Tradewest Hardwood Company
Tradewinds International, Inc.
Tree Top, Inc.
U.S. Livestock Genetics Export, Inc.
USA Woods International
W.M. Cramer Lumber Company
W&W Rice Company
Walter H. Weaver Sons, Inc.
Webster Industries, Inc.
West Implement
Western Farm Credit Bank
Weyerhaeuser Company
Whitson Lumber Company
World Wood Company

08/25/97 08:27 2026471537
08/09/94 01:49 2024566220
09-94 09:05AM FROM PRES PRO TEMP

EB/ODC
WHITE HOUSE
TO 94566220

POUZ/UUZ

011

002

ROBERT C BYRD, WEST VIRGINIA, CLARENCE

DONALD W. RUDOLPH, MAINE
GEOFFREY B. BOLLINGER, SOUTH CAROLINA
BENNETT JOHNSTON, LOUISIANA
PATRICK J. LEAHY, VERMONT
JIM GASSER, TENNESSEE
DANIEL B. ROBERTS, ARIZONA
DALE HUMPHREY, ARIZONA
FRANK R. LAUTENBERG, NEW JERSEY
TOM CARROLL, TEXAS
BARBARA A. MITCHELL, MARYLAND
HARRY REID, NEVADA
J. ROBERT BENTLEY, MINNESOTA
WILLIAM V. VICK, WISCONSIN
PATTY MURRAY, WASHINGTON
DEANNE FEINSTEIN, CALIFORNIA

MARY D. HATFIELD, OREGON
TED STEVENS, ALASKA
THOMAS COCHRAN, MISSISSIPPI
ALFONSE M. D'AMATO, NEW YORK
ALFRED E. SPECTER, PENNSYLVANIA
PETE V. DOMENICI, NEW MEXICO
DON NICKLES, OKLAHOMA
Pete GRAMM, TEXAS
CHRISTOPHER J. BOND, MISSOURI
SLADE GORTON, WASHINGTON
WILLIAM MCCONNELL, KENTUCKY
CONNIE MACC, FLORIDA
CONRAD BURNETT, MONTANA

JOHN H. ENGLISH, STAFF DIRECTOR
J. JOHN STANLEY, MINORITY STAFF DIRECTOR

United States Senate

COMMITTEE ON APPROPRIATIONS
WASHINGTON, DC 20510-6025

→ KANTOR; YERXA; WDEB;
LSAMOND
→ MARTHA FOLEY; MARK L
→ SYLVIA MARSH
FROM AN
MARSH

August 7, 1994

The President
The White House
Washington, D.C.

Dear Mr. President:

The agreement which has been negotiated among the nations of the world to extend and revise the General Agreement on Trade and Tariffs, has been the subject of consideration by the Finance Committee in the Senate. The full Senate, however, has not had an adequate opportunity to review and study the terms of this accord in the serious and wide-ranging way that it merits. From my initial examination of this very lengthy accord, and as a result of discussions with a number of other Senators, and various outside groups, I believe that there are a variety of budget, institutional, economic, political and even constitutional matters which need extensive examination, hearings and debate.

Unfortunately, the "fast track" procedures which establish the ground rules for Senate consideration are such that would not permit the examination this monumental accord deserves during the short time remaining in the present busy session. As you are aware, Senators need to pay careful attention to the details of your health care proposal, and debate on that measure should not be diverted by other, new, weighty matters.

Given the truncated time-frames which the fast track procedure avails the Senate for examining the GATT, I respectfully request that you do not submit the agreement for Congressional action until the next session of the Congress. Given the fact that implementing legislation need not be passed until July 1995, submitting the accord for our consideration in February or March would allow the Senate to give the kind of in-depth attention and full debate to it that it merits, and to allow your Administration a better opportunity to fully express its views on the issues associated with this very important trade measure.

Thank you for your attention to this matter.

Sincerely,

Robert Byrd

FROM THE BUSINESS ROUNDTABLE

(THU) 07. 21 '94 09:46/ST. 09:45/NO. 3560662692 P 2

*Carla A. Hills . Clayton Yeutter . Bill Brock
Reubin O'D. Askew . Bob Strauss . Frederick B. Dent . W.A. Eberle*

July 18, 1994

The Honorable Ted Stevens
United States Senate
522 Hart Senate Office Building
Washington, DC 20510

Dear Senator Stevens:

The Uruguay Round agreement signed on April 15 in Morocco will benefit the United States and the world at large by spurring economic growth and creating jobs.

We applaud this outstanding achievement, which is the culmination of seven long years of negotiations among more than one hundred nations.

As former U.S. Trade Representatives, we know the value to U.S. businesses, workers, and consumers of open markets and increased trade and investment. And we are proud of our nation's leadership role in reaching this agreement. Negotiations for the Uruguay Round spanned the Reagan, Bush, and Clinton Administrations, proof of the bipartisan approach the agreement embodies. The Uruguay Round continues a fifty-year tradition of U.S. support for expanded international trade.

Since 1947, when the major economic powers of the world negotiated a set of rules for reducing barriers to trade, the world's trading nations have slashed average tariffs from 40 percent to 5 percent. As a result, the global economy has grown faster over the past 45 years than during any comparable period of world history.

The Uruguay Round agreement will cut average tariffs on industrial goods by another 40 percent and eliminate them entirely on a number of products for which U.S. producers have a competitive edge.

It will also open markets for a large number of service industries, such as advertising, law, architecture, engineering, health services, and computer services. The service sector now accounts for more than half of the U.S. economy, and 70 percent of our jobs.

FROM THE BUSINESS ROUNDTABLE

(THU) 07. 21' 94 09:46/ST. 09:45/NO. 3560662692 P 3

Carla A. Hills . Clayton Yeutter . Bill Brock
Reubin O'D. Askew . Bob Strauss . Frederick B. Dent . W.A. Eberle

July 18, 1994

The Honorable Don Young
U.S. House of Representatives
2331 Rayburn House Office Building
Washington, DC 20515

Dear Congressman Young:

The Uruguay Round agreement signed on April 15 in Morocco will benefit the United States and the world at large by spurring economic growth and creating jobs.

We applaud this outstanding achievement, which is the culmination of seven long years of negotiations among more than one hundred nations.

As former U.S. Trade Representatives, we know the value to U.S. businesses, workers, and consumers of open markets and increased trade and investment. And we are proud of our nation's leadership role in reaching this agreement. Negotiations for the Uruguay Round spanned the Reagan, Bush, and Clinton Administrations, proof of the bipartisan approach the agreement embodies. The Uruguay Round continues a fifty-year tradition of U.S. support for expanded international trade.

Since 1947, when the major economic powers of the world negotiated a set of rules for reducing barriers to trade, the world's trading nations have slashed average tariffs from 40 percent to 5 percent. As a result, the global economy has grown faster over the past 45 years than during any comparable period of world history.

The Uruguay Round agreement will cut average tariffs on industrial goods by another 40 percent and eliminate them entirely on a number of products for which U.S. producers have a competitive edge.

It will also open markets for a large number of service industries, such as advertising, law, architecture, engineering, health services, and computer services. The service sector now accounts for more than half of the U.S. economy, and 70 percent of our jobs.

-2-

It will establish fairer competition in agriculture by reducing export subsidies and limiting internal support policies and eliminating quantitative trade restrictions like quotas and licenses, which virtually lock U.S. farmers out of many overseas markets today.

The global pact helps to ensure that the products of American ingenuity are protected from global counterfeiting. One of our greatest strengths as a nation is our creativity. Our software, pharmaceuticals, films, and sound recordings are sold around the globe, and export revenues from products that depend on the protection of intellectual property totaled \$20 billion in 1992. The Uruguay Round will help nurture the ideas and inventions of U.S. artists and scientists by providing sound rules to protect patents, trademarks, and copyrights.

The benefits of this agreement are substantial. The Council of Economic Advisors estimates that the one-third cut in tariffs and quotas alone will boost world output by \$5 trillion over ten years, and the U.S. share of that will be \$1.1 trillion. This is equivalent to \$17,000 for every American family of four.

For American workers, consumers, and entrepreneurs to capture the benefits of this accord, Congress must ratify it. Time is of the essence. Delay simply means dollars taken out of the pockets of the American people.

Sincerely,



Carla A. Hills



Clayton Yeutter



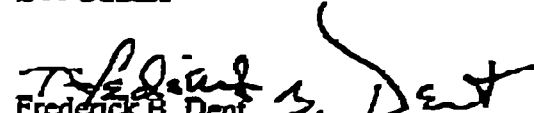
Bill Brock



Reubin O'D. Askeu



Bob Strauss



Frederick B. Dent



W.A. Eberle

Clinton Presidential Records Digital Records Marker

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

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

DATA / STATS

Divider Title: _____

ECONOMIC PROGRESS IN LOUISIANA UNDER PRESIDENT CLINTON

President Clinton's strategy to strengthen the economy is based on reducing the federal budget deficit, lowering trade barriers, and empowering workers, families, businesses and communities to succeed. Here are some of the results for Louisiana after the first 54 months of the Clinton Administration:

Improved Economic Conditions in Louisiana:

- Under President Clinton's administration, the unemployment rate has dropped from 7.6% to 6.3%.
- Under President Clinton's administration, Louisiana has added 196,300 new jobs or 43,622 **per year**, compared to 31,550 **per year** during the previous administration.
- Under President Clinton's administration, Louisiana has added 177,300 private-sector jobs or 39,400 **per year**, compared to 23,325 **per year** during the previous administration.
- Under President Clinton's administration, Louisiana has added 4,100 new manufacturing jobs or 911 **per year**.
- Under President Clinton's administration, bank lending has increased by 10.6 % **per year** -- after dropping by 7.9% **per year** during the previous administration.
- Under President Clinton's administration, bankruptcy filings have dropped 13.7 % **per year** -- after increasing 8.3% **per year** during the 12 years prior to the Clinton administration.
- Under President Clinton's administration, business failures have dropped 22.3 **per year** -- after increasing 16.8% **per year** during the 12 years prior to the Clinton administration.
- Under President Clinton's administration, home building has increased 11.5% **per year**.

Under President Clinton's administration, consumer confidence has increased 106.5%.

What President Clinton's Accomplishments Have Achieved for the People of Louisiana:

\$15,000 OF REDUCED FEDERAL DEBT FOR EVERY FAMILY OF FOUR IN LOUISIANA: The national debt will be **more than \$1 trillion** lower over 7 years than was projected before the passage of the President's economic plan. That's about \$15,000 of reduced federal debt for each family of four in Louisiana.

25 TIMES MORE LOUISIANA FAMILIES RECEIVE A TAX CUT THAN A TAX INCREASE: As a result of the expanded Earned Income Tax Credit, 390,496 working families in Louisiana will receive a tax cut. This compares to an increase in the income tax rate for only the 15,672 wealthiest taxpayers in Louisiana.

TAX CUT FOR 18,281 SMALL BUSINESSES IN LOUISIANA: The President helped entrepreneurs, proprietors, and other small businessmen and women by expanding the annual expensing allowance from \$10,000 to \$17,500. About 18,281 small businesses in Louisiana are likely to benefit from the expansion of the expensing allowance this year alone *and many more will benefit over the coming years.*

583,000 LOUISIANA WORKERS PROTECTED BY FAMILY AND MEDICAL LEAVE ACT: The Family and Medical Leave Act allows workers to take up to 12 weeks of unpaid leave for the birth of a child, to care for a sick family member, or if they become too sick to work. This law covers about 582,680 workers in Louisiana, and protects the jobs of 35,004 workers in Louisiana who are likely to use unpaid leave this year alone.

201,400 STUDENTS AND FORMER STUDENTS IN LOUISIANA WILL BE ABLE TO BENEFIT FROM STUDENT LOAN REFORMS: Approximately 201,400 Louisiana borrowers -- 141,000 current borrowers and 60,400 new borrowers in the next few years -- can take advantage of the new direct student loan program by participating directly in the program or by consolidating guaranteed loans into direct loans. Some will benefit from lower interest rates, and all will benefit from more repayment options, including income contingent repayment.

1996 STATE EXPORT DATA

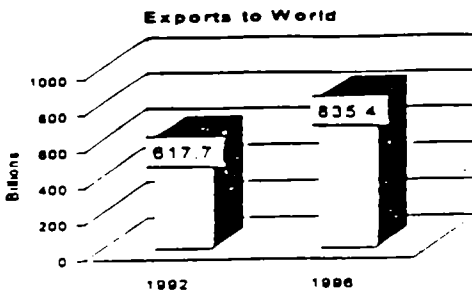
Prepared by the Office of U.S. Trade Representative

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

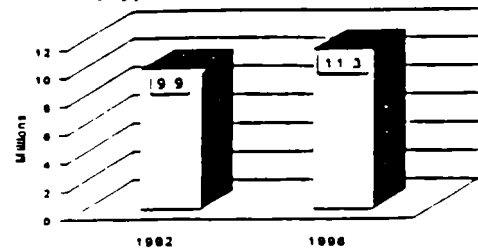
May 1, 1997

UNITED STATES EXPORTS

UNITED STATES GOODS & SERVICES



UNITED STATES JOBS
Supported by Exports To World

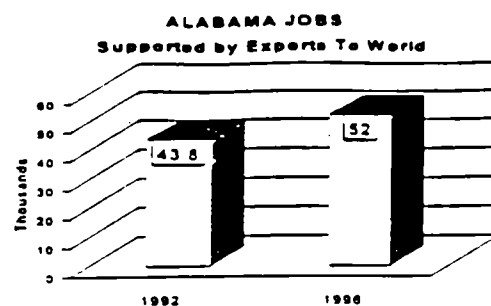
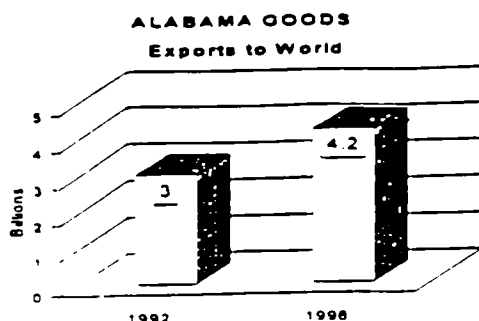


- The United States is the world's largest exporting country, recording goods and services exports totalling \$835.7 billion in 1996, up 35 percent (\$218 billion) from 1992. U.S. goods exports totaled \$611.7 billion in 1996, up 39 percent (\$171.5 billion) from 1992.
- Over 11.3 million U.S. jobs were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

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

- The United States is the world's largest agricultural exporting country, shipping \$60.6 billion in agricultural exports abroad. The largest export categories, feed grains, soybeans, and wheat, accounted for 40 percent of the United States' agricultural exports in 1996.
- Total exports to NAFTA countries increased by 34 percent between 1993 (pre-NAFTA) and 1996 (from \$142.0 billion in 1993 to \$190.4 billion in 1996). During 1996, Canada was the United States' largest export market, while Mexico was the United States' 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' 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

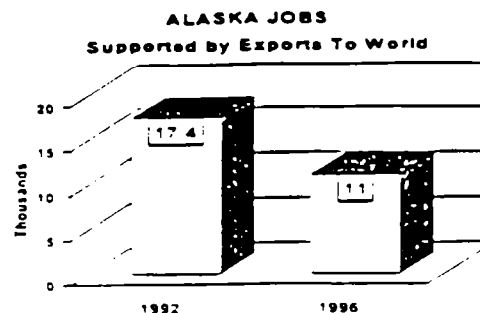
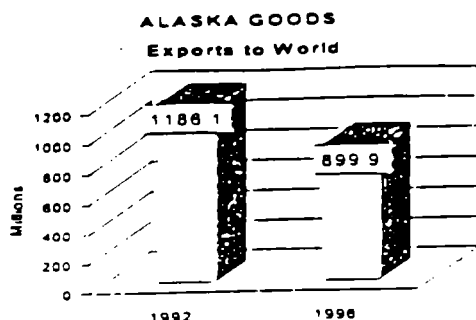


- Alabama recorded goods exports totaling \$4.2 billion in 1996, up 42 percent (\$1.3 billion) from 1993. During 1996, Alabama was the 29th largest state exporter of goods in the United States.
- Over 52,000 Alabama jobs were supported by goods exports during 1996. Alabama's jobs supported by goods exports 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 lint, 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

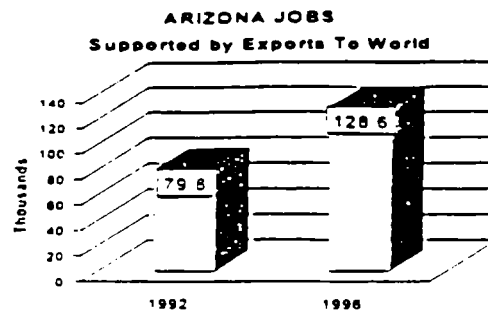
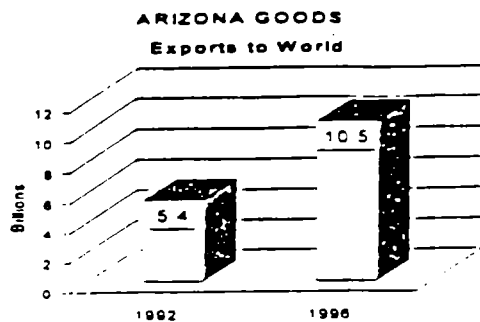


- Alaska recorded goods exports totaling \$899.9 million in 1996, down 24 percent (\$286.2 million) from 1992. During 1996, Alaska was the 44th largest state exporter of goods in the U.S.
- Over 11,000 Alaskan jobs were supported by exports during 1996. Alaska's jobs supported by goods exports declined 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

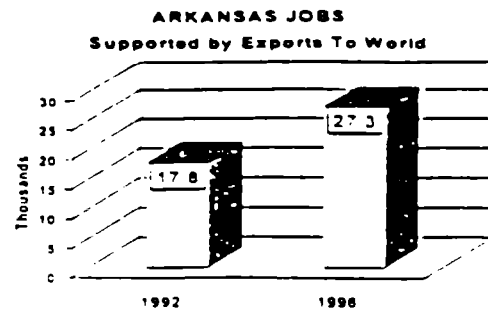


- Arizona recorded goods exports totaling \$10.5 billion in 1996, up 93 percent (\$5.0 billion) from 1992. During 1996, Arizona was the 18th largest state exporter of goods in the United States.
- Arizona's jobs supported by goods exports grew an estimated 61 percent (48,720 jobs) since 1992. Export-related 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 34 percent (\$891 million), from \$1.7 billion in 1993 to \$2.5 billion in 1996.

ARKANSAS STATE EXPORTS

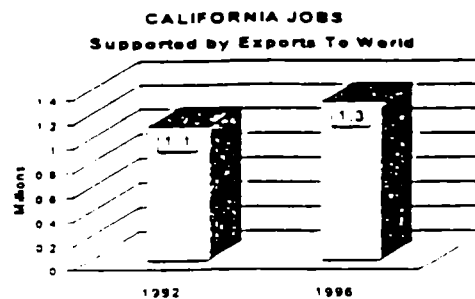
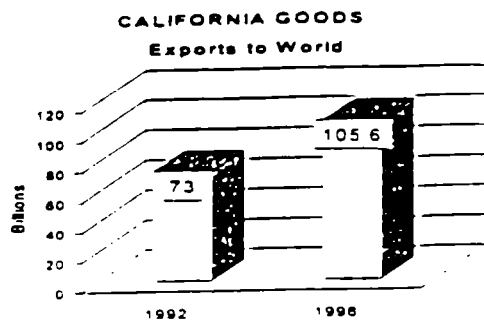


- Arkansas recorded goods exports totaling over \$2.2 billion in 1996, up 84 percent (\$1.0 billion) from 1992. During 1996, Arkansas was the 36th largest state exporter of goods in the United States.
- Arkansas' jobs supported by goods exports grew an estimated 54 percent (9,513 jobs) since 1992. Export-related 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 (\$932.3 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	\$932.3	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).

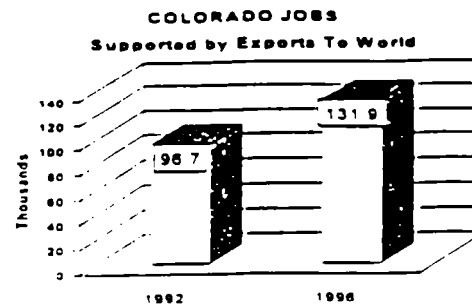
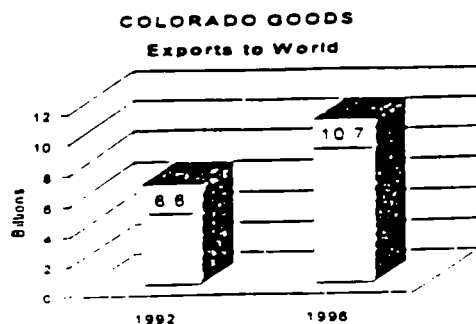
- The five largest manufacturing sectors in terms of California's exports were: Electronic and Electric Equipment (\$28.6 billion of exports in 1996), Industrial Machinery and Computers (\$27.3 billion), Transportation Equipment (\$12.0 billion), Scientific and Measuring Instruments (\$8.0 billion), 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 70 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

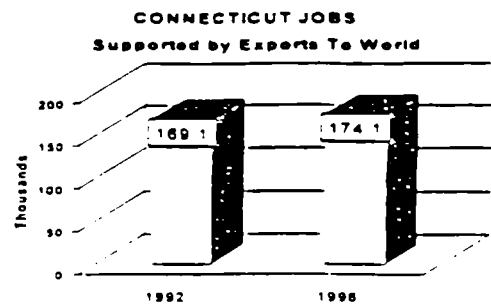
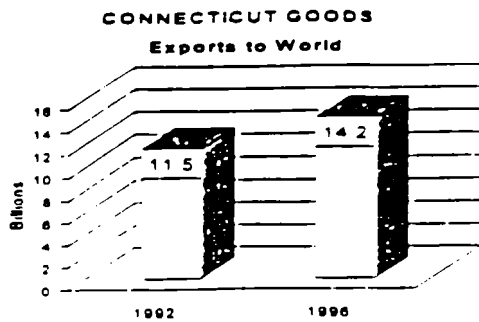


- Colorado recorded goods exports totaling \$10.7 billion in 1996, up 63 percent (\$4.2 billion) from 1992. During 1996, Colorado was the 17th largest state exporter of goods.
- Colorado's jobs supported by goods exports grew an estimated 37 percent (35,287 jobs) since 1993. Export-related jobs pay 13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

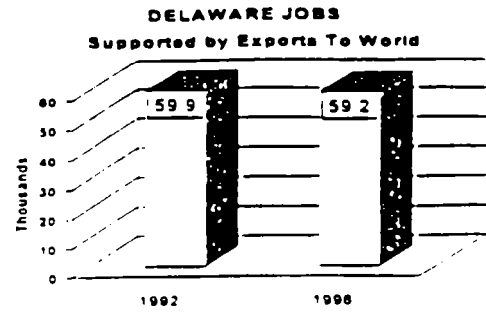
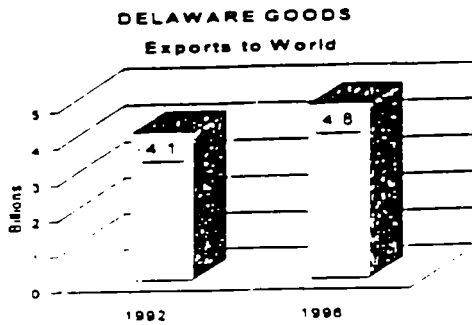


- Connecticut recorded goods exports totaling \$14.2 billion in 1996, up 23 percent (\$2.7 billion) from 1992. During 1996, Connecticut was the 13th largest state exporter of goods.
- Connecticut's jobs supported by goods exports grew an estimated 3 percent (4,968 jobs) since 1992. Export-related jobs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

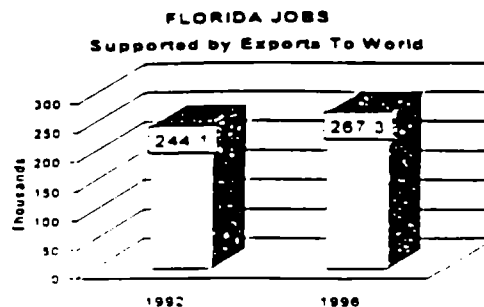
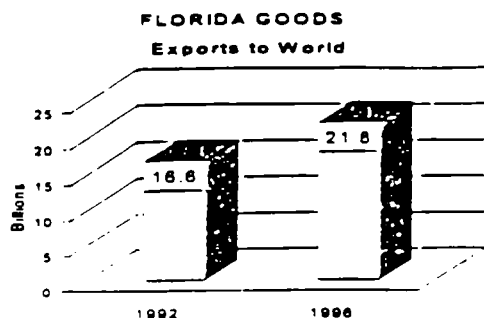


- Delaware recorded goods exports totaling \$4.8 billion in 1996, up 18 percent (\$745 million) from 1992. During 1996, Delaware was the 28th largest state exporter of goods.
- Delaware's jobs supported by goods exports declined an estimated 1 percent (676 jobs) since 1992. Export-related jobs pay 13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

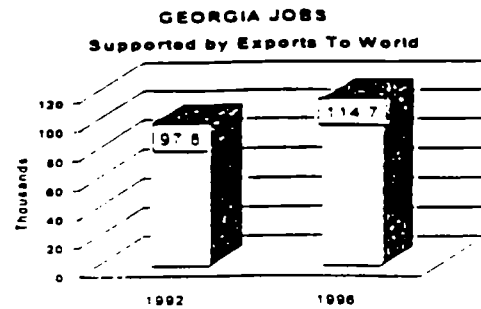
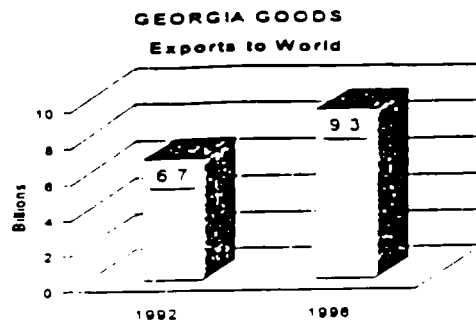


- Florida is the country's eighth largest exporting state, recording goods exports totaling \$21.8 billion in 1996, up 31 percent (\$3.1 billion) from 1992.
- Florida's jobs supported by goods exports grew an estimated 10 percent (23,165 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher 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	33

- 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 \$372.4 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

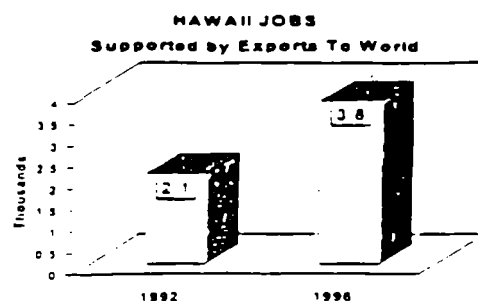
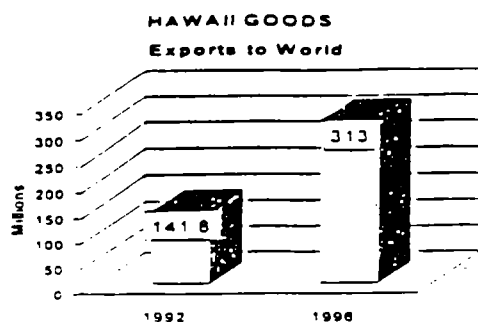


- Georgia recorded goods exports totaling \$9.3 billion in 1996, up 40 percent (\$2.7 billion) from 1992. During 1996, Georgia was the 20th largest state exporter of goods.
- Georgia's jobs supported by goods exports grew an estimated 17 percent (16,885) since 1992. Export-related jobs pay 13 to 16 percent 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	1,334.0	59

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

HAWAII STATE EXPORTS

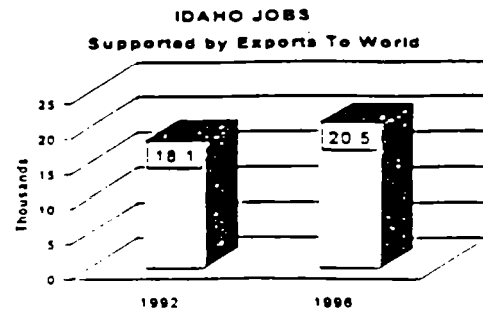
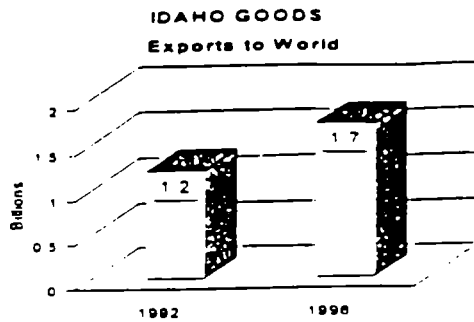


- Hawaii recorded goods exports totaling \$313.0 million in 1996, up 121 percent (\$171.2 million) from 1992. During 1996, Hawaii was the second smallest state exporter of goods.
- Hawaii's jobs supported by goods exports grew an estimated 85 percent (1,761 jobs) since 1992. Export-related jobs pay 13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

Sector	1993	1996	Change %
Chemical Products	\$4.0	\$16.1	302%
Petroleum and Coal Products	19.0	71.8	279
Electronic and Electric Equipment	7.0	15.7	123
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

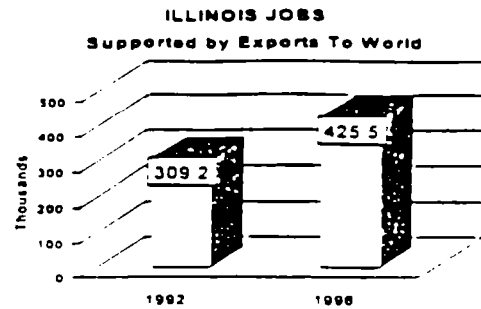
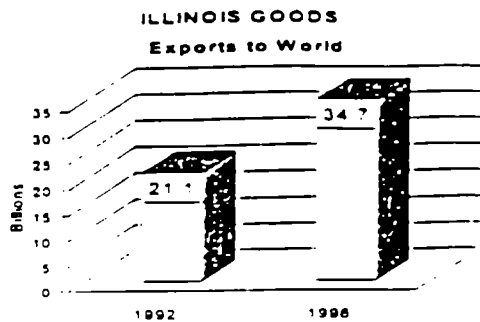


- Idaho recorded goods exports totaling \$1.7 billion in 1996, up 35 percent (\$436 million) from 1992. During 1996, Idaho was the 38th largest state exporter of goods.
- Idaho's jobs supported by goods exports grew an estimated 13 percent (2,388 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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

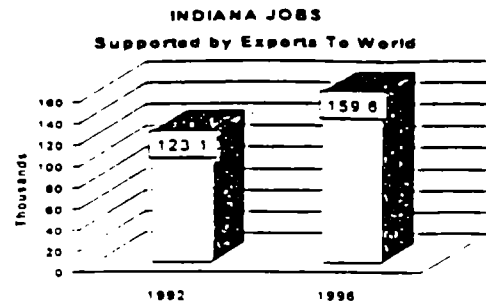


- Illinois recorded goods exports totaling \$34.7 billion in 1996, up 63 percent (\$13.6 billion) from 1992. During 1996, Illinois was the fifth largest state exporter of goods.
- Illinois' jobs supported by goods exports grew an estimated 38 percent (116,217 jobs) since 1992. Export-related jobs pay 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

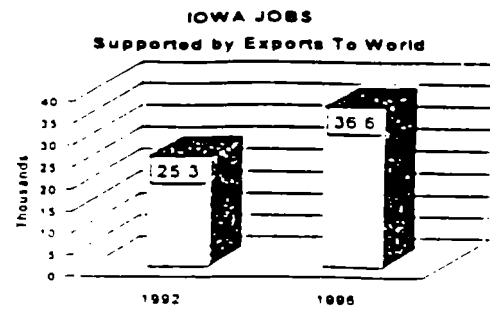
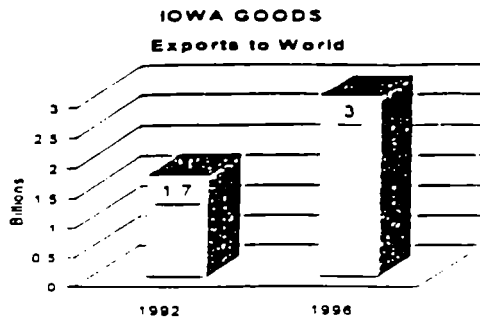


- Indiana recorded goods exports totaling \$13.0 billion in 1996, up 55 percent (\$4.6 billion) from 1992. During 1996, Indiana was the 14th largest state exporter of goods.
- Indiana's jobs supported by goods exports grew an estimated 30 percent (36,451 jobs) since 1992. Export-related jobs pay 13 to 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 (\$838 million), from \$1.4 billion in 1993 to \$2.3 billion in 1996.

IOWA STATE EXPORTS

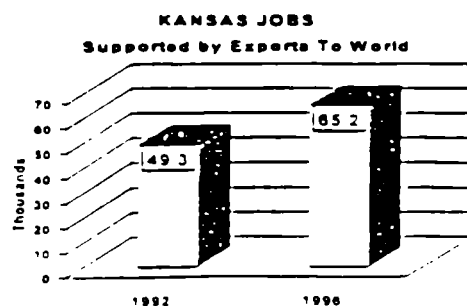
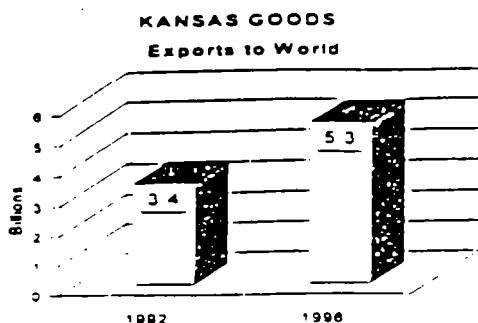


- Iowa recorded goods exports totaling \$3.0 billion in 1996; up 73 percent (\$1.7 billion) from 1992. During 1996, Iowa was the 32nd largest state exporter of goods.
- Iowa's jobs supported by goods exports grew an estimated 45 percent (11,286 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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

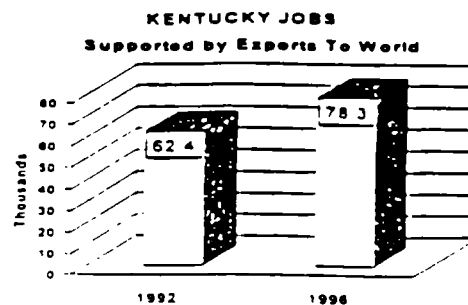
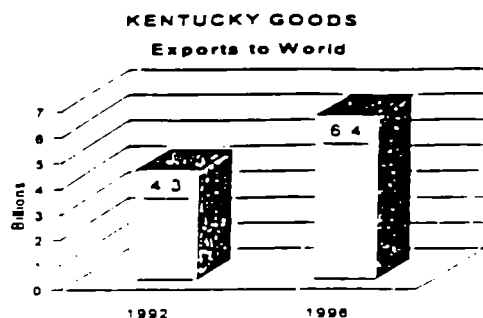


- Kansas recorded goods exports totaling \$5.3 billion in 1996, up 58 percent (\$2.0 billion) from 1992. During 1996, Kansas was the 25th largest state exporter of goods.
- Kansas' jobs supported by goods exports grew an estimated 32 percent (15,921 jobs) since 1992. Export-related jobs pay 13 to 16 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

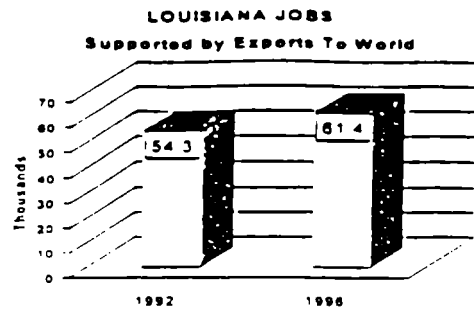


- Kentucky recorded goods exports totaling \$6.4 billion in 1996, up 50 percent (\$2.1 billion) from 1992. During 1996, Kentucky was the 24th largest state exporter of goods.
- Kentucky's jobs supported by goods exports grew an estimated 26 percent (15,908 jobs) since 1993. Export-related jobs pay 13 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 \$646.7 million in 1993 to \$1.2 billion in 1996.

LOUISIANA STATE EXPORTS

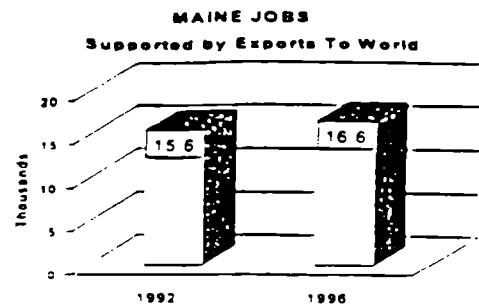
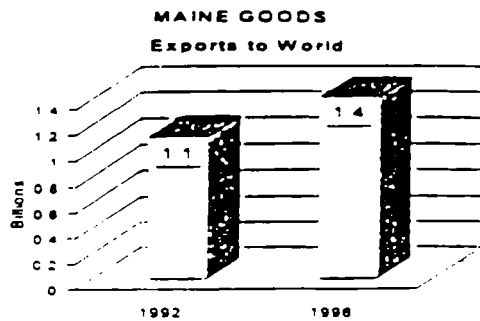


- Louisiana recorded goods exports totaling \$5.0 billion in 1996, up 35 percent (\$1.3 billion) from 1992. During 1996, Louisiana was the 27th largest state exporter of goods.
- Louisiana's jobs supported by goods exports grew an estimated 13 percent (7,087 jobs) since 1992. Export-related jobs pay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

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

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

MAINE STATE EXPORTS

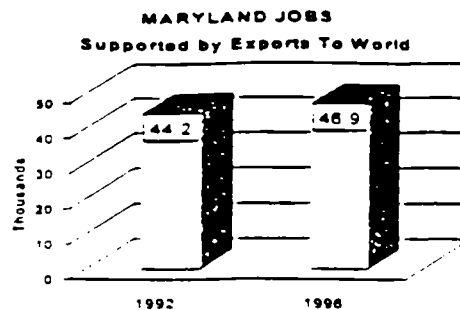
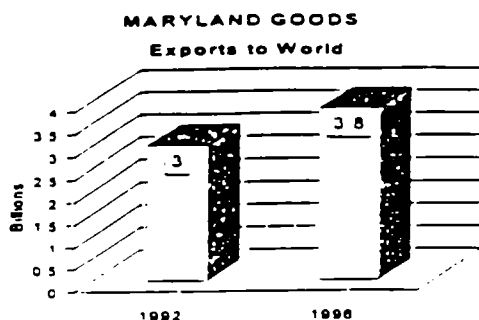


- Maine recorded goods exports totaling \$1.4 billion in 1996, up 28 percent (\$295 million) from 1992. During 1996, Maine was the 39th largest state exporter of goods.
- Maine's jobs supported by goods exports grew an estimated 7 percent (1,066 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Maine exports accounted for 20.9 percent of its manufacturing output and represented 18.1 percent of its total manufacturing employment.
- Maine's exports of manufactured products were up by 15 percent between 1993 and 1996 (from \$967 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 \$93.8 million in 1993 to \$218.2 million in 1996.

MARYLAND STATE EXPORTS

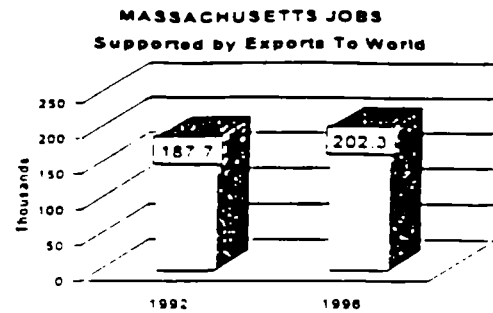
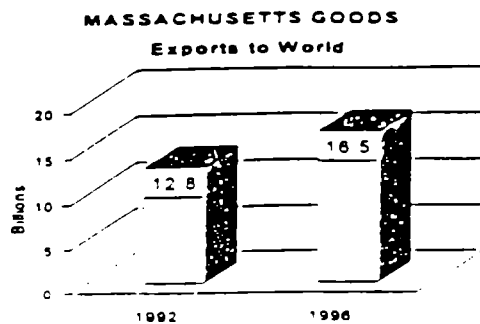


- Maryland recorded goods exports totaling \$3.8 billion in 1996, up 27 percent (\$0.8 billion) from 1992. During 1996, Maryland was the 30th largest state exporter of goods.
- Maryland's jobs supported by goods exports grew an estimated 6 percent (2,704 jobs) since 1992. Export-related jobs pay 13 to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

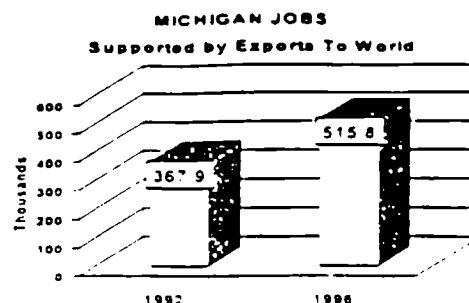
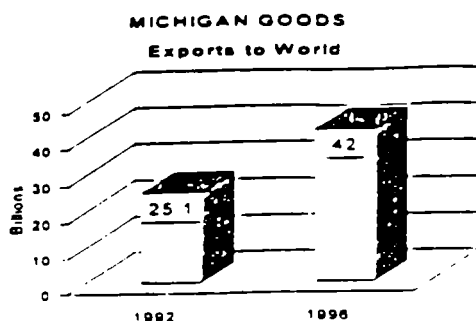


- Massachusetts recorded goods exports totaling \$16.5 billion in 1996, up 29 percent (\$3.7 billion) from 1992. During 1996, Massachusetts was the 11th largest state exporter of goods.
- Over 200 thousand Massachusetts' jobs were supported by goods exports during 1996. Massachusetts' jobs supported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

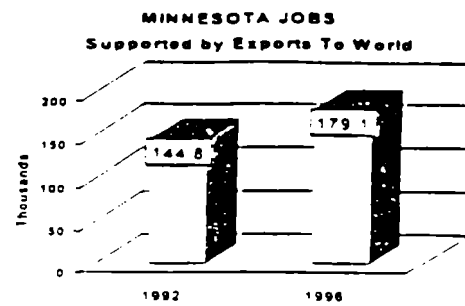
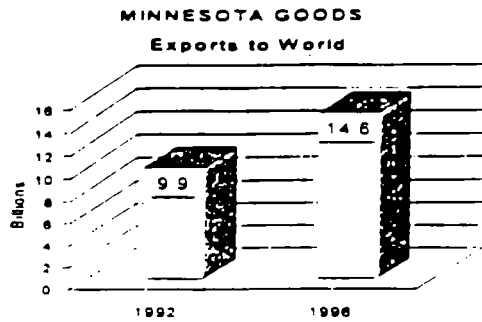


- Michigan recorded goods exports totaling \$42.0 billion in 1996, up 68 percent (\$17.0 billion) from 1992. During 1996, Michigan was the fourth largest state exporter of goods.
- Michigan's jobs supported by goods exports grew an estimated 40 percent (147,883 jobs) since 1992. Export-related jobs pay 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 \$13.2 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

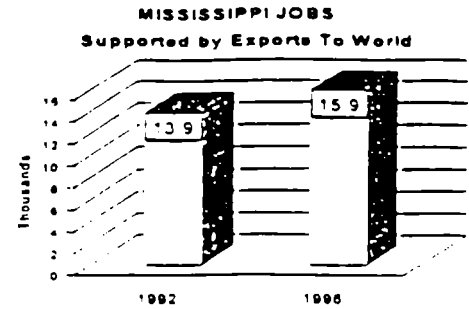
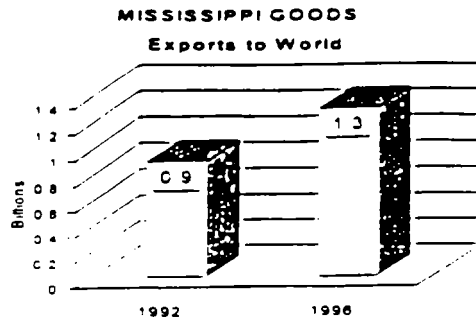


- Minnesota recorded goods exports totaling \$14.6 billion in 1996, up 48 percent (\$4.7 billion) from 1992. During 1996, Minnesota was the 12th largest state exporter of goods.
- Minnesota's jobs supported by goods exports grew an estimated 24 percent (34,292 jobs) since 1992. Export-related jobs pay 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	25

- 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

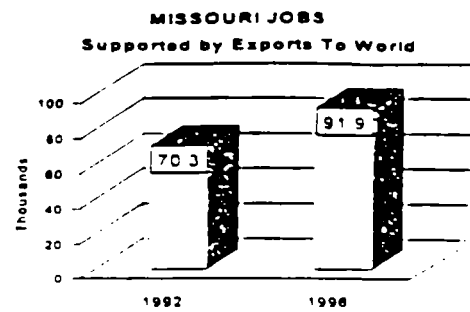
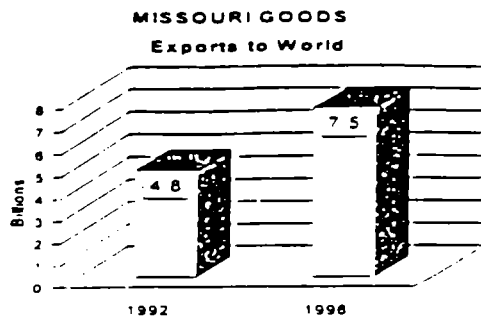


- Mississippi recorded goods exports totaling \$1.3 billion in 1996, up 37 percent (\$348.5 million) from 1992. During 1996, Mississippi was the 40th largest exporter of goods.
- Mississippi's jobs supported by goods exports grew an estimated 14 percent (1,992 jobs) since 1992. Export-related jobs pay 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 \$80.0 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

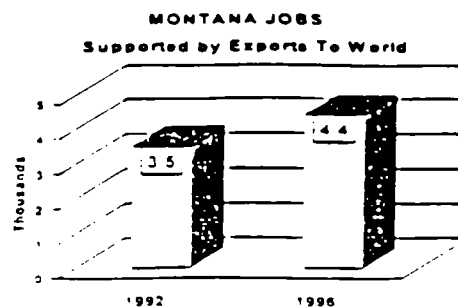
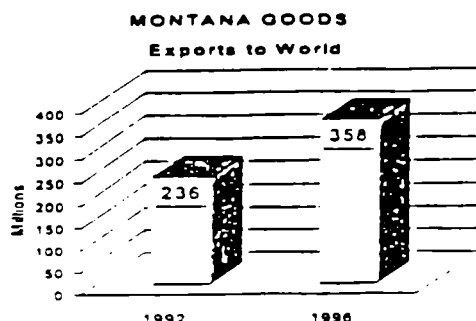


- Missouri recorded goods exports totaling \$7.5 billion in 1996, up 56 percent (\$2.7 billion) from 1992. During 1996, Missouri was the 23rd largest state exporter of goods.
- Missouri's jobs supported by goods exports grew an estimated 31 percent (21,612 jobs) since 1992. Export-related jobs pay 13 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	\$350.0	\$1,052.7	91%
Electronic and Electric Equipment	402.5	608.9	51
Industrial Machinery and Computers	\$52.1	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

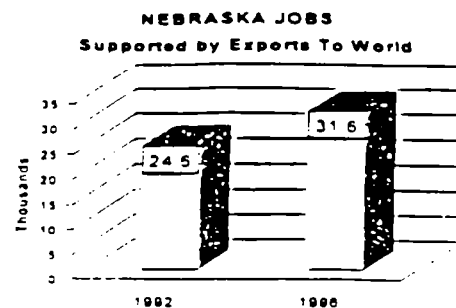
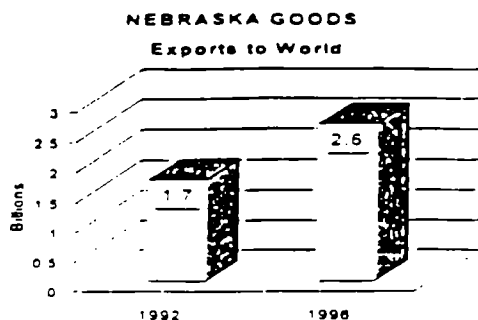


- Montana recorded goods exports totaling \$358.0 million in 1996, up 52 percent (\$122.0 million) from 1992. During 1996, Montana was the 48th largest state exporter of goods.
- Montana's jobs supported by goods exports grew an estimated 27 percent (929 jobs) since 1992. Export-related jobs pay 13 to 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 83 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 to 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

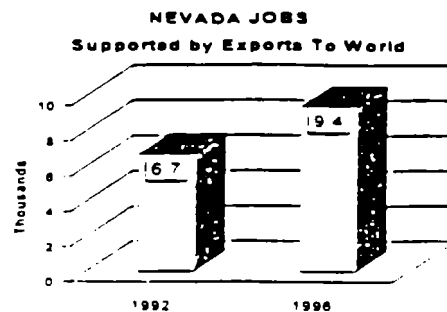
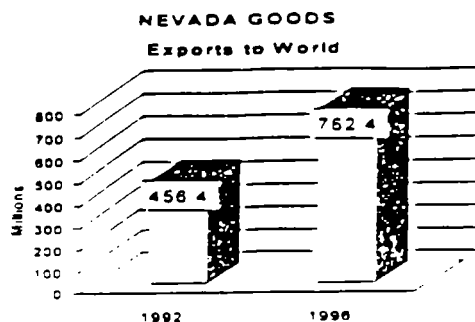


- Nebraska recorded goods exports totaling \$2.6 billion in 1996, up 54 percent (\$900.3 million) from 1992. During 1996, Nebraska was the 35th largest state exporter of goods.
- Nebraska's jobs supported by goods exports grew an estimated 29 percent (7,028 jobs) since 1992. Export-related jobs pay 13 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 3.9% 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 \$115.0 million in 1996.
- During 1996, Japan was Nebraska's largest export market. Total exports from Nebraska to Japan were up 21 percent (\$192.9 million), from \$939.6 million in 1993 to \$1.1 billion in 1996.
- Total exports from Nebraska to the European Union were up 18 percent (\$38.2 million), from \$209.2 million in 1993 to \$247.4 million in 1996.

NEVADA STATE EXPORTS

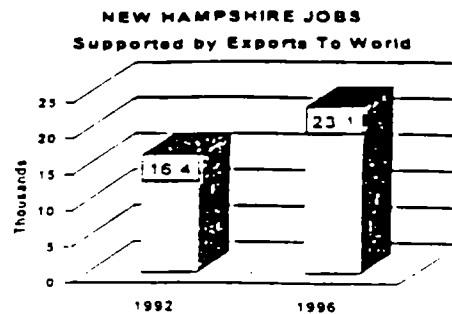
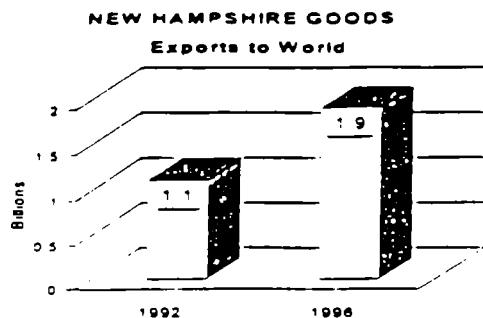


- Nevada recorded goods exports totaling \$762.4 million in 1996, up 67 percent (\$306.0 million) from 1992. During 1996, Nevada was the 45th largest state exporter of goods.
- Nevada's jobs supported by goods exports grew an estimated 40 percent (2,685 jobs) since 1992. Export-related jobs pay 13 to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

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

- Nevada is the country's 46th largest agricultural exporting state, shipping \$9.8 million in agricultural exports abroad in FY 1996.
- Total exports from Nevada to NAFTA countries increased by 93 percent between 1993 (pre-NAFTA) and 1996 (from \$161.7 million in 1993 to \$311.5 million in 1996). During 1996, Canada was Nevada's largest export market, while Mexico was Nevada's 15th largest export market. Exports to Canada were up by 104 percent (\$153.9 million), from \$148.0 million in 1993 to \$301.9 million in 1996. Nevada's exports to Mexico were down by 30 percent (\$4.2 million), to \$9.6 million in 1996.
- During 1996, Japan was Nevada's second largest export market. Total exports from Nevada to Japan were up 189 percent (\$34.1 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

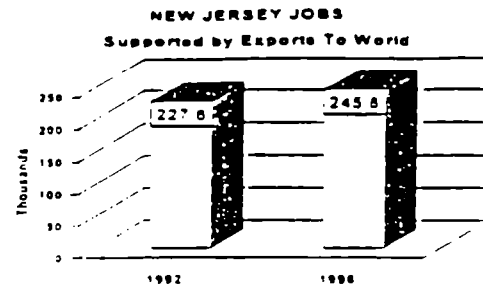
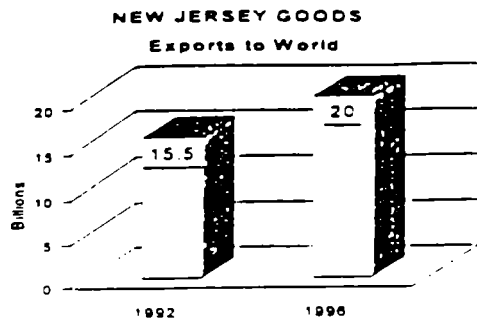


- New Hampshire recorded goods exports totaling \$1.9 billion in 1996, up 68 percent (\$766 million) from 1992. During 1996, New Hampshire was the 37th largest state exporter of goods.
- New Hampshire's jobs supported by goods exports grew an estimated 41 percent (6,708 jobs) since 1992. Export-related 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 \$129.8 million in 1993 to \$533.8 million in 1996.

NEW JERSEY STATE EXPORTS

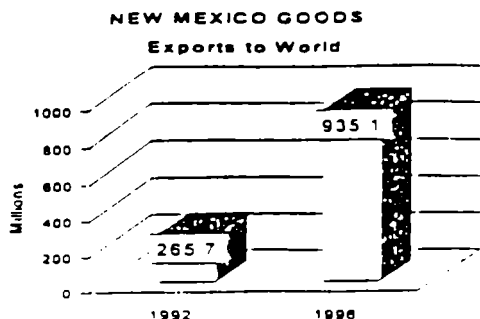


- New Jersey recorded goods exports totaling \$20.0 billion in 1996, up 29 percent (\$4.5 billion) from 1992. During 1996, New Jersey was the ninth largest state exporter of goods.
- New Jersey's jobs supported by goods exports grew an estimated 8 percent (18,264 jobs) since 1992. Export-related jobs 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

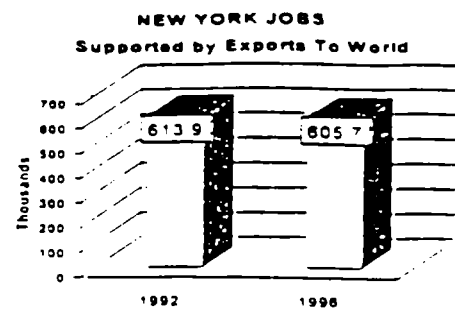
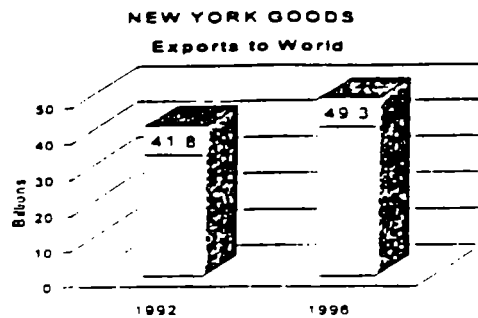


- New Mexico recorded goods exports totaling \$935.1 million in 1996, up 252 percent (\$669.5 million) from 1992. During 1996, New Mexico was the 43th largest state exporter of goods.
- New Mexico's jobs supported by goods exports grew an estimated 194 percent (7,579 jobs) since 1992. Export-related 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	1,163%
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 to the European Union were up 32 percent (\$26.4 million), from \$79.4 million in 1993 to \$104.8 million in 1996.

NEW YORK STATE EXPORTS

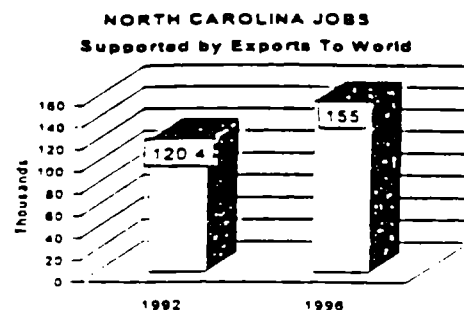
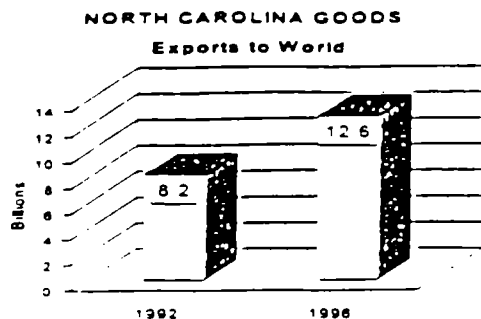


- New York recorded goods exports totaling \$49.3 billion in 1996, up 18 percent (\$7.5 billion) from 1992. During 1996, New York was the third largest state exporter of goods
- New York's jobs supported by goods exports declined an estimated 1 percent (8,202 jobs) since 1992. Export-related jobs pay 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 \$1.1 billion in 1996

NORTH CAROLINA STATE EXPORTS

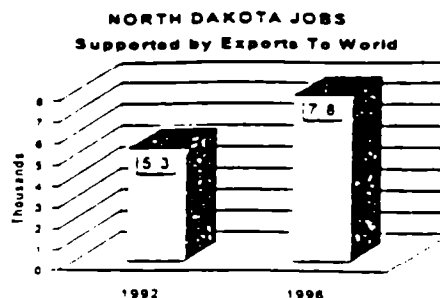
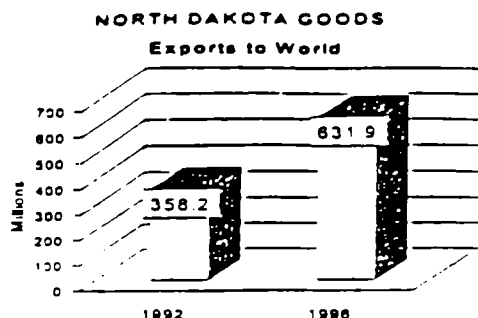


- North Carolina recorded goods exports totaling \$12.6 billion in 1996, up 54 percent (\$4.4 billion) from 1992. During 1996 North Carolina was the 15th largest state exporter of goods.
- North Carolina's jobs supported by goods exports grew an estimated 29 percent (34,619 jobs) since 1992. Export-related 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 \$2.6 billion in 1993 to \$2.7 billion in 1996.

NORTH DAKOTA STATE EXPORTS

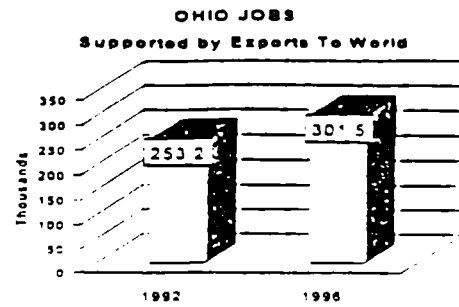


- North Dakota recorded goods exports totaling \$631.9 million in 1996, up an estimated 76 percent (\$273.7 million) from 1992. During 1996, North Dakota was the 46th largest state exporter of goods.
- North Dakota's jobs supported by goods exports grew an estimated 47 percent (2,498 jobs) since 1992. 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

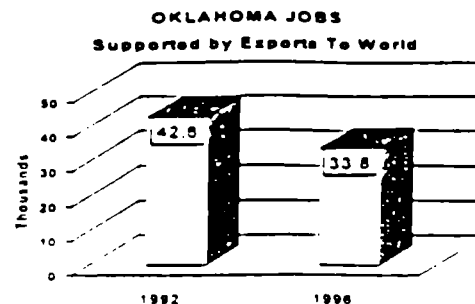
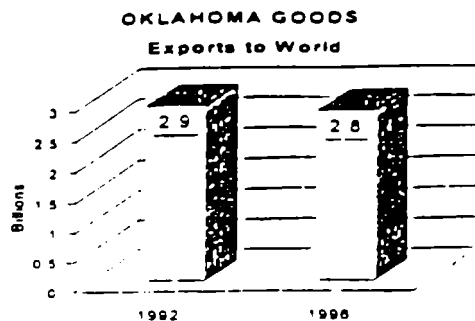


- Ohio recorded goods exports totaling \$24.6 billion in 1996, up 42 percent (\$7.3 billion) from 1992. During 1996, Ohio was the seventh largest state exporter of goods.
- Ohio's jobs supported by goods exports grew an estimated 19 percent (48,258 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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 \$415 billion in 1993 to \$5.2 billion in 1996.

OKLAHOMA STATE EXPORTS

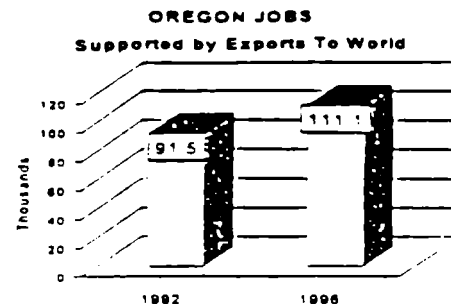
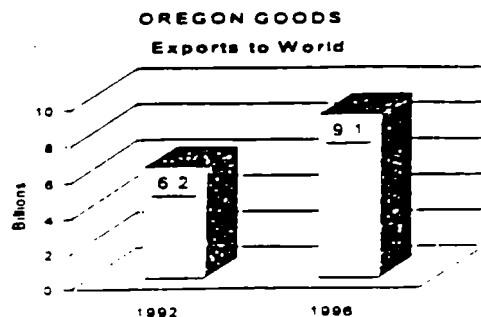


- Oklahoma recorded goods exports totaling \$2.8 billion in 1996, down 5 percent (\$151 million) from 1992. During 1996, Oklahoma was the 33rd largest state exporter of goods.
- Nearly 34 thousand Oklahoma jobs were supported by goods exports during 1996. However, Oklahoma's jobs supported by goods exports 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	203.9	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 \$473 million in 1993 to \$525 million in 1996.

OREGON STATE EXPORTS

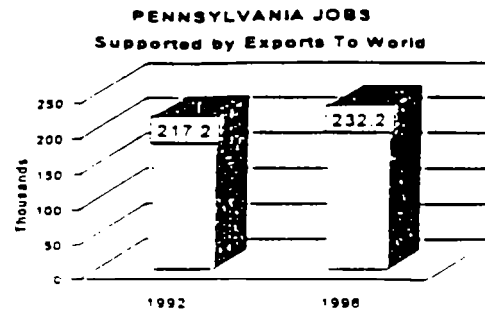
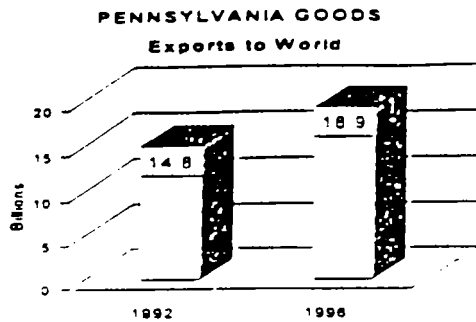


- Oregon recorded goods exports totaling \$9.1 billion in 1996, up 45 percent (\$2.8 billion) from 1992. During 1996, Oregon was the 22nd largest state exporter of goods.
- Oregon's jobs supported by goods exports grew an estimated 22 percent (19,630 jobs) since 1992. Export-related jobs pay 13 to 16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

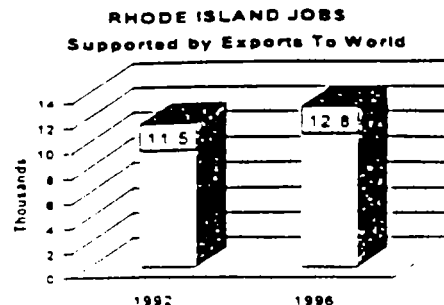
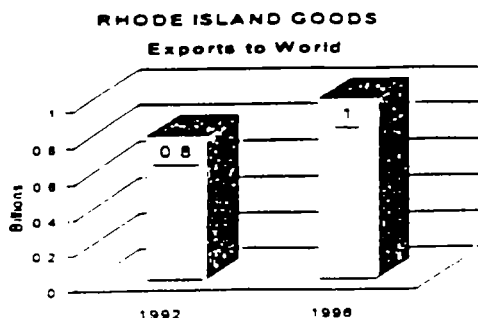


- Pennsylvania recorded goods exports totaling \$18.9 billion in 1996, up 28 percent (\$4.1 billion) from 1992. During 1996, Pennsylvania was the 10th largest state exporter of goods.
- Pennsylvania's jobs supported by goods exports grew an estimated 7 percent (15,059 jobs) since 1993. Export-related 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	3.6	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 1996. 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

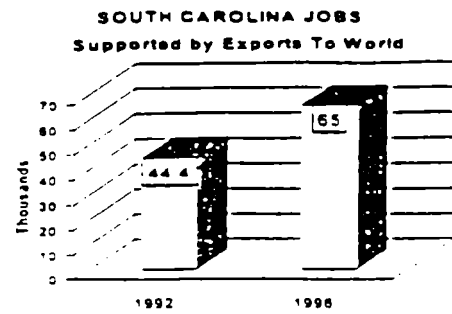
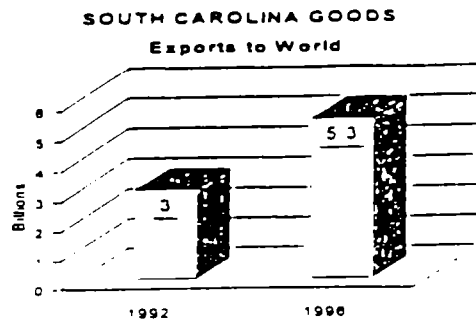


- Rhode Island recorded goods exports totaling \$1.0 billion in 1996, up 34 percent (\$262 million) from 1992. During 1996, Rhode Island was the 42nd largest state exporter of goods.
- Rhode Island's jobs supported by goods exports declined an estimated 12 percent (1,341 jobs) since 1992. Export-related 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	\$6.1	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 3 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 \$33.6 million in 1996.

SOUTH CAROLINA STATE EXPORTS

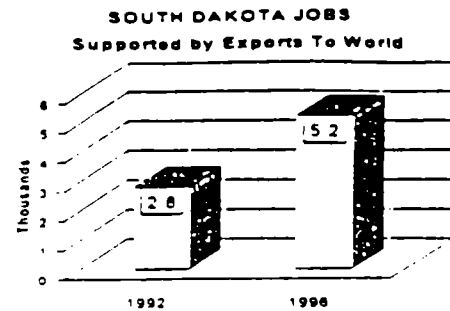
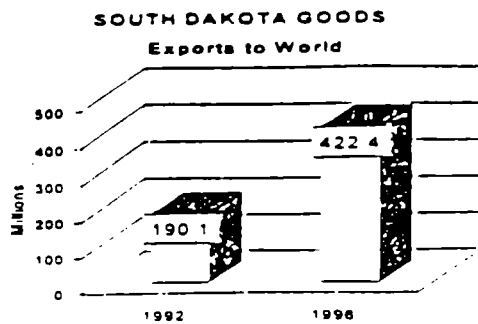


- South Carolina recorded goods exports totaling \$5.3 billion in 1996, up 75 percent (\$2.3 billion) from 1992. During 1996, South Carolina was the 26th largest state exporter of goods.
- South Carolina's jobs supported by goods exports grew an estimated 46 percent (20,603 jobs) since 1992. Export-related 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	636.1	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 \$923.6 million in 1993 to \$1.5 billion in 1996.

SOUTH DAKOTA STATE EXPORTS

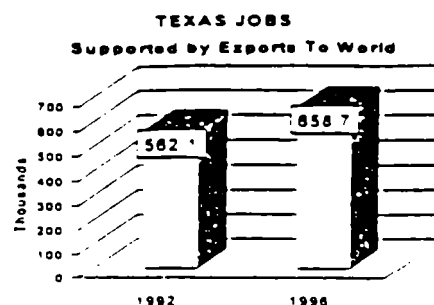
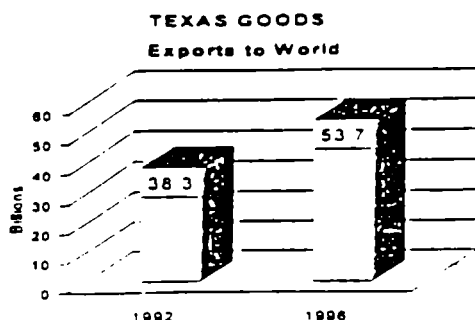


- South Dakota recorded goods exports totaling \$422.4 million in 1996, up 122 percent (\$232 million) from 1992. During 1996, South Dakota was the 47th largest state exporter of goods.
- South Dakota's jobs supported by goods exports grew an estimated 86 percent (2,394 jobs) since 1992. Export-related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

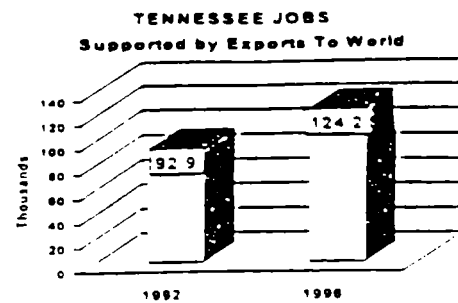
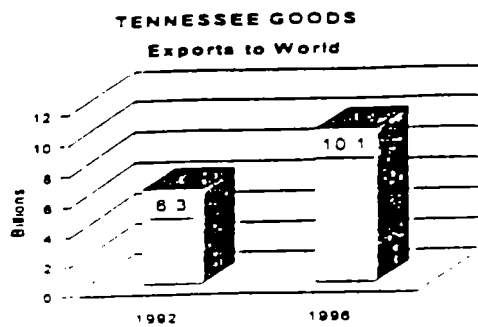


- Texas recorded goods exports totaling \$53.7 billion in 1996, up 40 percent (\$15.4 billion) from 1992. During 1996, Texas was the second largest state exporter of goods.
- Texas' jobs supported by goods exports grew an estimated 17 percent (96,506 jobs) since 1992. Export-related jobs pay 13 to 16 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 56 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

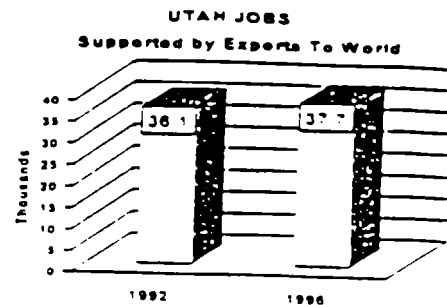
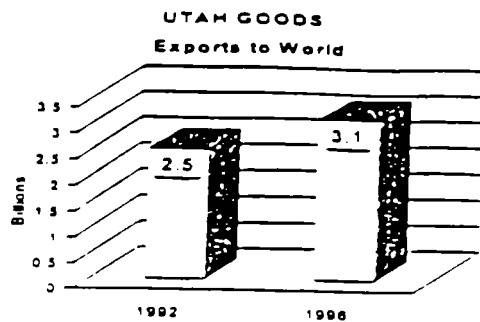


- Tennessee recorded goods exports totaling \$10.1 billion in 1996, up 60 percent (\$3.8 billion) from 1992. During 1996, Tennessee was the 19th largest state exporter of goods.
- Tennessee's jobs supported by goods exports grew an estimated 34 percent (31,267 jobs) since 1992. Export-related jobs pay 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	57
Paper Products	0.7	1.0	43

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

UTAH STATE EXPORTS

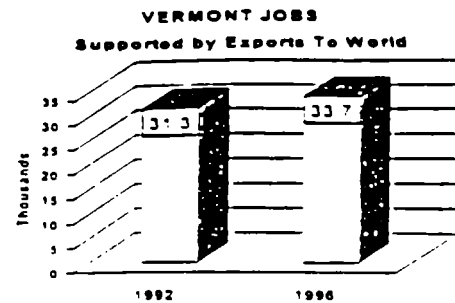
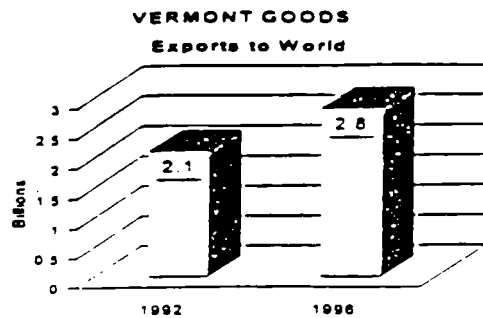


- Utah recorded goods exports totaling \$3.1 billion in 1996, up 25 percent (\$612 million) from 1992. During 1996, Utah was the 31th largest state exporter of goods.
- Utah's jobs supported by goods exports grew an estimated 4 percent (1,598 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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	211.3	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 153 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 \$238.6 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

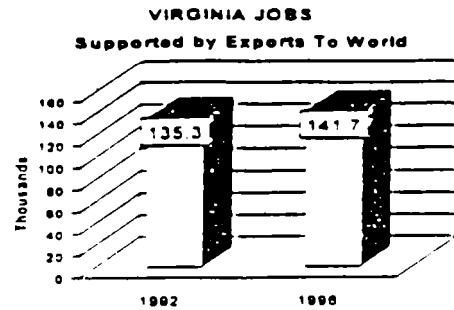
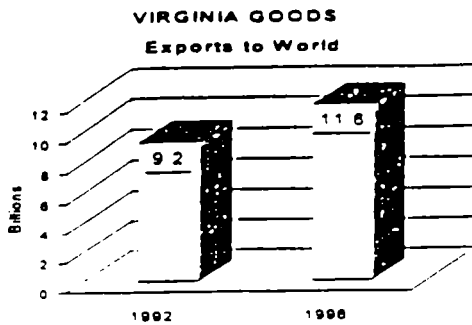


- Vermont recorded goods exports totaling \$2.8 billion in 1996, up 29 percent (\$614 million) from 1992. During 1996, Vermont was the 34th largest state exporter of goods.
- Vermont's jobs supported by goods exports increased an estimated 8 percent (2,399 jobs) since 1992. Export-related jobs pay 13 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

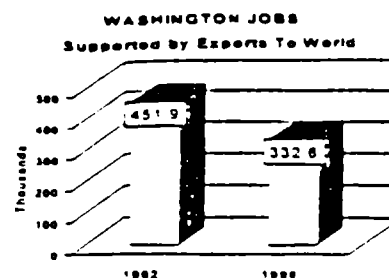
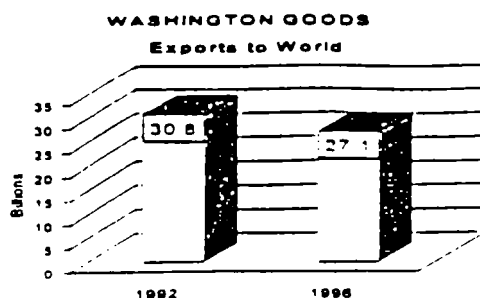


- Virginia recorded goods exports totaling \$11.6 billion in 1996, up 25 percent (\$2.3 billion) from 1992. During 1996, Virginia was the 16th largest state exporter of goods.
- Virginia's jobs supported by goods exports grew an estimated 5 percent (6,427 jobs) since 1992. Export-related jobs pay 13 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

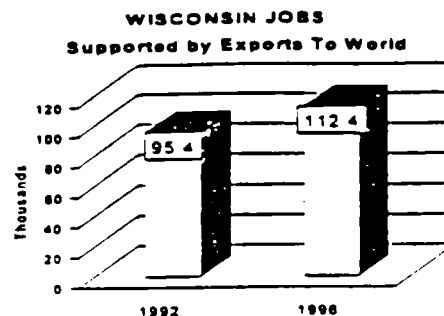
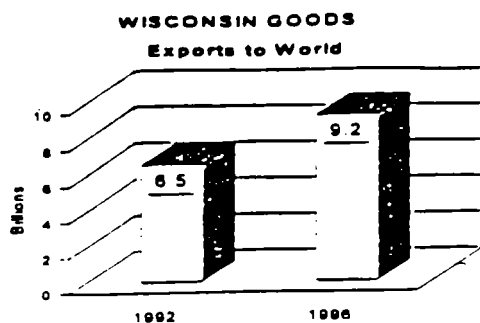


- Washington recorded goods exports totaling \$27.1 billion in 1996, down 12 percent (\$3.7 billion) from 1992. During 1996, Washington was the sixth largest state exporter of goods. This decline was primarily due to the decline in the sales of transportation equipment, mainly aircraft and associated 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 1992 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 1992 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.

WISCONSIN STATE EXPORTS

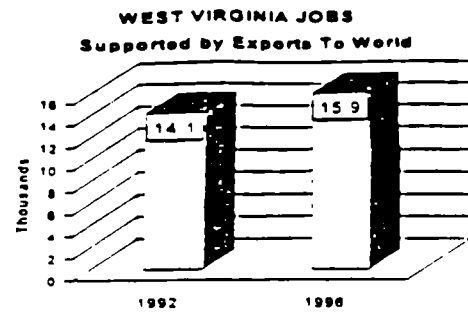
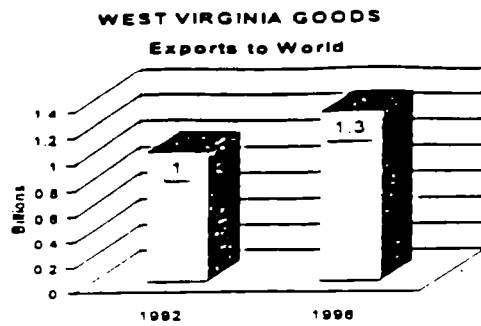


- Wisconsin recorded goods exports totaling \$9.2 billion in 1996, up 41 percent (\$2.7 billion) from 1992. During 1996, Wisconsin was the 21st largest state exporter of goods.
- Wisconsin's jobs supported by goods exports grew an estimated 18 percent (16,956 jobs) since 1992. Export-related jobs pay 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.

WEST VIRGINIA STATE EXPORTS

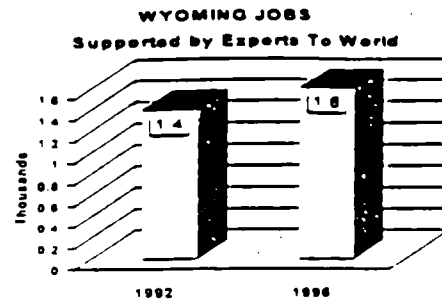
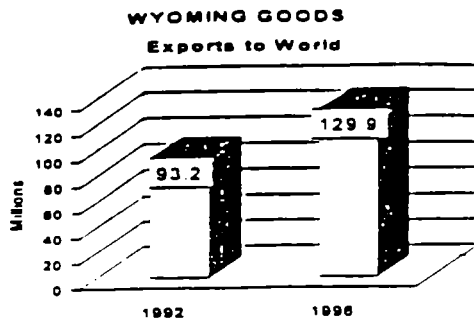


- West Virginia recorded goods exports totaling \$1.3 billion in 1996, up 35 percent (\$336 million) from 1992. During 1996, West Virginia was the 41st largest state exporter of goods.
- West Virginia's jobs supported by goods exports grew an estimated 13 percent (1,811 jobs) since 1992. Export-related 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.

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 65 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).

Clinton Presidential Records Digital Records Marker

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

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

<Blank>

Divider Title: _____

AMERICAN INTERNATIONAL GROUP, INC.

70 PINE STREET

NEW YORK, N.Y. 10270

OFFICE OF
MAURICE R. GREENBERG
CHAIRMAN

July 31, 1997

The Honorable Daniel R. Glickman
Secretary of Agriculture
Washington, D.C. 20250

Dear Mr. Secretary:

I thought you might be interested in the attached advertisement on Fast Track that we will begin running soon in major national publications.

We strongly support the Administration's decision to seek Fast Track authority. I hope our campaign will help the American public to understand better some of the issues involved and the importance of Fast Track to the United States.

Sincerely yours,

M. R. Greenberg

Attachment

Action Office: fas
Referral Code: 2



* 3 1 3 7 5 2 3 *

AUG 8 '97 AM 11:39



**EXPORTING MILLIONS OF TONS OF GRAIN HELPS MAKE A STRONG ECONOMY.
BUT WITHOUT "FAST TRACK" AUTHORITY, IT WON'T BE OUR ECONOMY.**

President Clinton has committed his administration to enhancing free trade between the United States and our trading partners around the world. Free trade contributes to our economic well-being, creates high-paying American jobs and economic wealth, and increases the U.S. taxes paid by American corporations exporting and doing business in overseas markets. The fact is, the more meaningful trade agreements we can reach, the better off our country is.

But right now, no nation is willing to negotiate a major new trade agreement with the U.S. until and unless the U.S. Congress grants the President "fast track" negotiating authority. "Fast track" authority enables the President and his negotiators to conclude trade treaties that are subject only to an "up-or-down" vote in Congress. Without "fast track," Congress would be free to add amendments and unilaterally change provisions of trade agreements submitted to it by the President. It's easy to understand why such a situation would effectively preclude trade agreements from being reached between the U.S. and its trading partners. Without the ability to forge new trade agreements with the United States, other countries have begun to go their own ways, and the U.S. could be left behind.

The Congress has granted "fast track" authority to every president since President Ford. The American people will be the losers if we abdicate our historical leadership and fail to pursue our global trade interests with all the tools available. First and foremost, this means "fast track."

The AIG Companies have been supporting U.S. business around the world for over 75 years. We help companies aggressively compete in global markets by reducing their risk exposures in a variety of ways, with products like political risk coverage, export credit insurance and sophisticated global risk management programs.

The path to greater economic prosperity and better-paying jobs for Americans lies in increased competition and an unfettered marketplace. And for that, we need "fast track" legislation.

AIG

WORLD LEADERS IN INSURANCE AND FINANCIAL SERVICES

American International Group, Inc., Dept. A, 70 Pine Street, New York, NY 10270 www.aig.com



RUBBER MANUFACTURERS ASSOCIATION

August 21, 1997

ASAE Government Affairs Division
1575 Eye Street, N.W.
12th Floor
Washington, D.C. 20005-1168

Dear ASAE Staff:

Pursuant to Bill Taylor's letter of July 14, 1997 regarding Mack McLarty's presentation and matters pertaining to trade agreements, I would be interested in participating in the September event planned by the White House.

I can be contacted at this address shown on this letterhead or via facsimile at # (202) 682-4808.

Thank you for keeping me informed on these important issues.

Sincerely yours,

Donald B. Shea
President



United States Department of State

Washington, D.C. 20520

AUG 27 1997

UNCLASSIFIED
MEMORANDUM

TO: Peter O'Keefe
Public Liaison
White House

FROM: David Marchick, Deputy Assistant Secretary *DM*
Trade Policy and Programs

SUBJECT: Industry Association

Per our conversation, attached is a list of organizations which I recommend approaching regarding Fast Track. These groups have regular meetings where we could send Administration officials to give regular Fast Track updates. It would be best if the White House approaches them to offer a briefing.

Speakers could include the following:

Jay Berman	Al Larson
Vicki Radd	Dave Marchick
Bob Novick	Bryan Samuel
Bob Kyle	

Let me know if I can be of help in this effort.

Attachment:
As stated.

cc: Vicki Radd

UNCLASSIFIED

INDUSTRY ASSOCIATIONS

Heritage Foundation
National Governors Association
US Council for International Business
Chemical Manufacturers Association
National Association of Manufacturers
National Conference of State Legislators
Grocery Manufacturers of America
Coalition of Service Industries
Emergency Council for American Trade
Citizens for a Sound Economy
National Foreign Trade Council
Telecommunications Industry Association
National Association of State Development Agencies
Ports Association
International Intellectual Property Alliance
Telecommunications Industry Association
American Electronics Association
PhARMA

STEVE RONNEL

Pete,

DoL sent this
over. Potential for
endorsements? What
do you think?

— Steve R.

Unions not Affiliated with the AFL-CIO

Name	Number of Members	Base
Amalgamated Lace Operatives of America	450	Cumberland, RI
American Association of Classified School Employees	200,000	San Jose, CA
American Association of University Professors	not available (na)	Washington, DC
American Musician's Union	200,000	Englewood, NJ
Association of Railway Technical Employees	na	El Paso, TX
Association of Western Pulp and Paper Workers	18,000	Portland, WA
Atlantic Independent Union	na	Philadelphia, PA
Brotherhood of Shoe and Allied Craftsmen	500	East Bridgewater, MA
Christian Labor Association	na	Zeeland, MI
Congress of Independent Unions	75,000	Alton, IL
Directors Guild of America	9,000	Hollywood, CA
Farm Labor Organizing Committee	8,000	Toledo, OH
Federation of Postal Security Police Officers	na	Deer Park, NY
Federation of Westinghouse Independent Salaried Unions	12,000	Monroeville, PA
Fraternal Order of Police	na	Louisville, KY
Graphics Artists Guild	3,000	New York, NY
Independent Association of Publishers Employees	1,800	Princeton Junction, NJ
Independent Bakery Employees Union	na	Alexandria, LA
Independent Hospital Workers Union	na	Alexandria, LA
Independent Musicians Union of the US and Canada	150	Cheektowaga, NY
Independent Pilots Association	1,209	Louisville, KY
Independent Union of Plant Protection Employees	500	Marblehead, MA
International Brotherhood of DuPont Workers	8,000	Martinsville, VA
International Brotherhood of General Workers	na	Mt. Prospect, IL
International Guards Union of America	3,600	Amarillo, TX
International Security Officers, Police and Guards Union	13,000	Brooklyn, NY
International Union of Industrial, Service, Transport, Health Employees, District #8	10,000	New York, NY
International Union of Life Insurance Agents	2,000	Milwaukee, WI
International Union of Progressive Mine Workers of America	na	Harrisburg, IL
International Union of Security Officers	7,000	San Leandro, CA
International Union of Tool, Die, and Mold Makers	na	Rahway, NJ
Laundry and Dry Cleaning International Union	na	Pittsburgh, PA
Machine Printers and Engravers Association	700	East Providence, RI
National Alliance of Postal and Federal Employees	18,000	Washington, DC
National Association of Air Traffic Specialists	2,000	Beltsville, MD
National Association of Basketball Referees	150	Brooklyn, NY
National Association of Catholic School Teachers	5,000	Philadelphia, PA
National Association of Federal Employees	52,000	Washington, DC
National Federation of Independent Unions	70,000	Philadelphia, PA
National Labor Relations Board Union	1,100	Seattle, WA
National Organization of Industrial Trade Unions	na	Jamaica, NY
National Production Workers	na	Chicago, IL
National Rural Letter Carriers	78,000	Alexandria, VA
National Treasury Employees Union	140,000	Washington, DC
United Electrical, Radio and Machine Workers	80,000	Pittsburgh, PA
Yiddish Writers Union	57	New York, NY
source: Spornet, Cynthia, Ed., American Directory of Organized Labor. (Detroit: Gale Research Inc., 1993)		
(NOTE: In addition to these unions, we also know of the following:)		
Allied Pilots Association (American Airlines)	na	Dallas, TX
Association of Professional Flight Attendants	na	Dallas, TX
Independent Federation of Flight Attendants	na	Minneapolis, MN
Independent Steel Workers Union	na	Wierton, WV
Total known membership	896,216	

08/27/97



Jason Berman
08/27/97 12:09:55 PM

Record Type: Record

To: Peter O'Keefe/WHO/EOP
cc: Andrew Friendly/WHO/EOP
Subject: Ohio

I spoke today with Tom Norwalk, Coordinator of the Ohio Alliance for International Trade. It is a pro fast track group doing grass roots advocacy. He has been involved in MFN and NAFTA and so have many of the companies.

Please stay in touch with him in terms of what materials are available for their use. I will send him something on the trade agenda and fast track.

937-299-1825
937-299-9967(fax)

Thank you.

AT&T
FEDERAL GOVERNMENT AFFAIRS
1120 20TH STREET, NW, STE. 1000
WASHINGTON, DC 20036
202-457-2244 (FAX)

DATE: August 21, 1997

FROM: X Carol Wilner, 202-457-7435

 Cynthia Whiting, 202-457-3887

NO. PAGES: 6 (including cover)

TO: Peter O'Keefe

FAX #: (202) 456-6682

Ron - 457-2206

MESSAGE:

URGENT!!! Please deliver as soon as possible! Thank you.

Peter -

Please listen to the voice mail message I left you.

Thank you,

Carol Wilner
202-457-7435

Ensn,

*Please type all of these names
on to 1 list. Sam or Disk.*

*High-Tech
Fast Travel List*

Orde

August 21, 1997

1. AT&T
Mr. Gerald M. Lowrie
Senior V. President
Federal Government Affairs
1120 20th Street, NW
Suite 1000
Washington, DC 20036
(202) 457-3810
2. Texas Instruments
Mr. John K. Boidock
Vice President and Director
Government Relations
1455 Pennsylvania Ave., NW
Suite 375
Washington, DC 20004
(202) 628-3133
3. General Electric Co.
Susan M. Walter
Vice President
Corporate Government Relations
1299 Pennsylvania Ave., NW
Suite 1100 West
Washington, DC 20004-2407
(202) 637-4000
4. General Motors Corp.
George A. Peapples
Vice President, Industry Govt. Relations
1660 L Street, NW
Washington, DC 20036
(202) 775-5027

5. Lucent Technologies
Martina Bradford
Corporate Vice President
Public Affairs
900 19th Street, NW
Suite 700
Washington, DC 20006
(202) 530-7000
6. Motorola
Veronica A. Haggart
Corporate Vice President and Director
Corporate Government Relations
1350 Eye Street, NW
Suite 400
Washington, DC 20005-3306
(202) 371-6900
7. Microsoft
Jack Krumholtz
Federal Government Affairs Manager
5335 Wisconsin Ave., NW
Suite 600
Washington, DC 20015
(202) 895-2170
8. Hewlett-Packard Co.
Eben S. Tisdale
Washington Government Affairs General Manager
900 17th Street, NW
Suite 1100
Washington, DC 20006
(202) 884-7000
9. NCR
Nars Nyberg
Chairman & CEO
1700 S. Patterson Blvd.
Suite WHQ5
Dayton, OH 45479
(513) 445-5000

10. Lockheed-Martin Corp.
David S. Osterhout
Vice President, Washington Operations
1725 Jefferson Davis Hwy
Suite 300 Crystal Square 2
Arlington, VA 22202
(703) 413-5600
11. Boeing Co.
Christopher Hansen
Vice President, Washington Office
1700 N. Moore Street, #2000
Arlington, VA 22209
(703) 558-9602
12. IBM
Christopher G. Caine
Vice President, Govt. Programs
1301 K Street, NW, #1200
Washington, DC 20005
(202) 515-5000
13. Eastman Kodak Co.
Sandra Taylor
Vice President & Director, Public Affairs
1250 H Street, NW, #800
Washington, DC 20005
(202) 857-3400
14. TRW
James T. Christy
Vice President, Govt. Relations
1001 N. 19th Street, #800
Arlington, VA 22209
(703) 276-5000
15. Sun Microsystems Inc.
Thomas Gann
Manager, Public Policy
1300 EYE Street, NW, #420-E
Washington, DC 20005
(202) 326-7520

16. Oracle Corp.
Jay Nussbaum
Vice President
3 Bethesda Metro Center., #1400
Bethesda, MD 20814
(301) 657-7860
17. Du Pont Co.
Mark D. Nelson
Vice President, Fed. Affairs
1701 Pennsylvania Ave., NW, #900
Washington, DC 20006
(202) 728-3600
18. Raytheon
Michael C. Kerby
Vice President, Washington Office
1215 Jefferson Davis Hwy., #1500
Arlington, VA 22202
(703) 416-5800
19. Honeywell Inc.
Charles Hough
Director, Trade Affairs
1100 Connecticut Ave., NW, #710
Washington, DC 20036
(202) 857-9800
20. Xerox Corp.
J. Michael Farren
Vice President, External Affairs
1401 H Street, NW, #200
Washington, DC 20005
(202) 414-1200
21. Textron Inc.
Mary L. Howell
Senior Vice President, Govt. & Intl. Relations
1101 Pennsylvania Ave., NW., #400
Washington, DC 20004
(202) 637-3800

22. United Technologies

William F. Paul

Exec. Vice President, Chairman

1401 Eye Street, NW, #600

Washington, DC 20005

(202) 336-7400

23. Merck & Co., Inc.

R. Teel Oliver

Vice President, Govt. Affairs

601 Pennsylvania Ave., NW, #1200-N

Washington, DC 20004

(202) 638-4170

24. Eli Lilly & Co.

Ronald F. Stowe

Vice President, Govt. Relations

555 12th Street, NW, #650

Washington, DC 20004

(202) 393-7950

intel.

FAX

Date: August 20, 1997
Pages: 1
From: Michael Maibach, 202-626-4383
To: Peter O'Keefe
Re: Suggestions for Fast Track Participation

Peter, I hope this list is helpful. Please give me or my assistant, Mary Hansen (626-4393) a call if we can provide further information. Mike

<u>Name</u>	<u>Company</u>	<u>Phone Number</u>
Rhett Dawson	Information Technology Industry Council	202-737-8888
Bill Archey	American Electronics Association	202-682-9110
Jack Krumholz	Microsoft	202-895-2169
Jim Whittaker	Hewlett-Packard	202-884-7000
John Boidock	Texas Instruments	202-628-3133
Bill Lane	Caterpillar	202-331-7689
Tom Ehrgood	Digital Equipment Corporation	202-898-2125
John Palafoutas	AMP	202-842-2177
Bill Farren	Xerox	202-414-2100
Joe Tasker	Compaq	202-962-3830
John Heubusch	Gateway 2000	202-737-2000
Ted Heydinger	Dell	202-408-3355
Joann Piccolo	Motorola	202-371-6900
Aaron Cross	IBM	202-515-5000
Fred Williamson	Eastman Kodak	202-857-3400
Ken Glueck	Oracle	202-467-3778
Michael McShane	TRW	202-276-5040

Bill Sweeney

EDS Corp

Gary Simon

International Business Machines Corporation

1301 K Street, NW
Washington, DC 20005-3307
202/515-4000

FAX FROM IBM GOVERNMENTAL PROGRAMS
1301 K STREET, N.W.
WASHINGTON, D.C. 20005
FAX NO: 202-515-5113 (TIE LINE 622)

DATE:

8/21/97PAGES TO FOLLOW: (1)

TO:

Mr. Peter O'Keefe

PHONE NO:

202/456-7702

FAX NO:

202/456-6218

FROM:

Alex Lallas

PHONE NO:

202/515-5150

SPECIAL INSTRUCTIONS:



Office of the Vice President,
Governmental Programs

1301 K Street, Northwest, Suite 1200, Washington, District of Columbia 20005-3307

BY FAX 202/456-6218
August 21, 1997

MEMORANDUM TO: Mr. Peter O'Keefe

Peter, as you discussed with Richard Lehmann, this is our suggested list. Chris Caine has reviewed.

- | | |
|--------------------|----------------------------|
| • Dan Burton | Novell |
| • Chris Caine | IBM |
| • Robert Holleyman | Business Software Alliance |
| • Jack Krumholtz | Microsoft |
| • Mike Maibach | Intel |
| • Kate McGee | Oracle |
| • Pete Mcloskey | EIA |
| • Jerry Murphy | Siemens |
| • Tom Patton | Philips |
| • Joanne Piccolo | Motorola |
| • George Scalise | SIA |
| • Joe Tasker | Compaq |
| • Eban Tisdale | Hewlett-Packard |

Let me know if you need anything else.

A handwritten signature in cursive script that reads "Alex Lallas".

Alex Lallas
Chris Caine's Secretary

Cabinet Office for Lunch on 9/9

150 Corporate Leaders.

Mid Size + Up.

Banksy - NO

Daley - ? writing for Confirmation

→ Baskepply & Rubin Testify at 10:00am until @ 2pm
Chamber of Commerce -

TGI DO:

① Clean up lists for Farm., Manufacture & High Tech.
Mts. w/ Reamberg → also AEA Speech - VIDEO

② Vicki & Jay Meeting w/ BRET.

③ AEA - Interactive Veed on 9/9 w/ AEA

④ ABC - ^{Barack Obama} ~~Daley~~ Speech, POTUS Prop. by.

⑤ Business Council - Daley Speech.

⑥ Get Jay at USFIR & Copy of the outreach list.

⑦ Terry Straub →

case from River ← ⑧ Andrew will get stories

⑨ Press Releases on Day of for From Business

⑩ US Chamber Meeting.

* ⑪ Dist. Export Councils - Bob Kyle Mts. yesterday - get Deborah
Cheryl → E Awards - Presidents award to Exporters

* Diamond Chain awarded one by Merrill - Andrew speaking to.
→ Gary Knight.

⑫ Henson Moore - Amer. Paper - Andrew

8/13 First Trade Mtg.

15-20 example - when products are stamped w/ a tariff at the border.

Calls:

- * CASE -
- American Pioneer Hi-Bred. } - what markets have they had problems getting into
- Jim Clevell - ASAC

Small Business, Mid-Size & Fortune 500

* - NRE - Nat'l Retail Federation -

- Fred Duval - go through governors to get the who can stand up & say that they have been

* - Local Unions - Civil Service @ Union jobs created over past 4 yrs due to export

AER - Cyber Space Report → Mid-Market Report - how high technology doing
Cyber Nation - Sept. 15
* Bill Archer - AER Plaza Commerce Dept. 682-9110
Deborah Wagon

Industry Defined as narrowly - underestimate size 2%

50 Billion more in exports more than

151 Billion in 1996 - 25% of all American Exports

by 2001 30-35-38% of all Exports will be High Tech
6% of GDP - Real Estate 11%

* Jim Baker - CEO of AMT Parts Company - testified in Congress on this.

EU - Exported 37 Billion dollars last year
We have a trade deficit w/ EU

Bob Dobkin - Resumes into Personnel. - Steve Miller

DRAFT

August 26, 1997

MEMORANDUM FOR FAST TRACK WORKING GROUP

FROM: Maria Echaveste
RE: White House Briefings
cc: T. Marshall

legislate explain
Throughout the Fall, Administration officials will be asked to participate in several briefings for outside groups and opinion leaders to convey the President's position on Fast Track and ~~earn~~ *build* support for this effort. There are two groups of individuals targeted in our outreach strategy: industry representatives and regional opinion leaders. What follows is a series of briefings that we have scheduled. As you can see, we have invited more than one cabinet member to speak at each of these briefings because it is imperative that we demonstrate to the attendees the importance of their support for our position. *focus on two groups*

Many of you have already been contacted about the dates we have scheduled and have confirmed these dates, while others are still pending. Please review this brief description of the schedule and contact David Beaubaire of Cabinet Affairs at 456-2572 to confirm your participation. If you have any other questions regarding the audience or logistics, please feel free to contact me or Peter O'Keefe on my staff at 456-2930. *likely*

Industry Representatives:

In advance of the President's roll-out of the bill on September 10th, we want to make sure that key industry leaders are well-briefed on its content and prepared to share the information with their corporate leadership. We have prepared briefings for three targeted industries: agriculture, high technology and manufacturing. The following schedule identifies the Administration officials we are requesting for each briefing:

Thursday September 4th:

Agri-Business Briefing

The Indian Treaty Room, 1:00pm-3:00pm *2:00?*

Description: Briefing for 60 representatives from the agri-business community.

Requested speakers: Secretary Glickman, Ambassador Barshefsky and Jay Berman.

DRAFT

Friday September 5th:

High Tech Briefing

The Roosevelt Room, 11:00am-1:00pm

Description: Briefing for 40 representatives from the high tech community.

Requested Speakers: Secretary Daley, Secretary Rubin and Jay Berman.

Tuesday September 9th:

Manufacturing Briefing

Indian Treaty Room, 9:00am-11:00am

Description: Briefing for 75 representatives from manufacturing community.

Requested speakers: Secretary Daley, Ambassador Barshefsky, Jay Berman and Vicki Radd.

Regional Opinion Leaders:

In order to compliment our efforts inside the beltway, we want to provide an opportunity to hear from key regional opinion leaders from across the nation. Our objective is to assemble several prominent groups of community leaders here at the White House and clearly convey the President's reasons for supporting this legislation. Public Liaison, Intergovernmental Affairs, Cabinet Affairs and Legislative Affairs will all be working closely to compile the list of invitees for these briefings. The schedule, as well as the Administration officials requested for each, is as follows:

Friday September 26th:

First Briefing for Regional Opinion Leaders

Indian Treaty Room

Description: Briefing for 50 regional opinion leaders.

Requested speakers: Secretary Daley and Ambassador Barshefsky (additional speakers to be added as regions are identified).

Tuesday September 30th:

Second Briefing for Regional Opinion Leaders

Indian Treaty Room

Description: Briefing for 50 regional opinion leaders.

Requested speakers: Secretary Rubin and Secretary Glickman (additional speakers to be added as regions are identified).

Thursday October 2nd:

Third Briefing for Regional Opinion Leaders

Indian Treaty Room

Description: Briefing for 50 regional opinion leaders.

Requested speakers: Secretary Herman and Secretary Daley (additional speakers to be added as regions are identified)