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**1996 METROPOLITAN EXPORT NUMBERS REVEAL IMPORTANCE
OF TRADE TO CITIES, STATES**

Secretary Daley Stresses Importance of Fast Track to Future U.S. Export Growth

Washington, D.C.—Ninety percent of the 253 metropolitan areas in the United States reported an export sales growth from 1993 to 1996, showing that exports have become increasingly important to the economic well-being of U.S. cities, Commerce Secretary William M. Daley said today in releasing a new Commerce Department report.

Daley said the report also underscored the need for Congress to restore fast track negotiating authority which will enable President Clinton to open more markets, reduce trade barriers abroad, and increase U.S. exports. Increased U.S. exports will ensure the continued economic growth of the cities as well as the nation as a whole.

“With 96 percent of the world’s consumers living outside of the United States, one cannot overstate the importance of exports to our economy and job growth in our nation’s cities,” said Daley. “The new data clearly shows that the benefits of recent U.S. export growth have been shared broadly by cities across the nation. If we want this success to continue, we must act aggressively to open world markets and reduce barriers to our products. This is where fast track can make an enormous difference in opening more sectors and providing greater opportunities for our small and medium-sized businesses and for American working men and women.”

Daley stated that fast track authority gives the President the power to negotiate trade agreements with our trading partners around the world that will benefit the U.S. economy and will underscore U.S. leadership in today’s global arena. “Fast track will give President Clinton, working with Congress as a full partner in setting objectives and establishing trade priorities, the authority and the credibility to negotiate tough trade deals for the benefit of the American people. If we want to continue to grow our economy and continue to see this kind of boom in our cities’ export growth, President Clinton must have fast track authority as he engages our global trading partners.”

The 1996 data show that merchandise exports from these cities totaled \$494.5 billion in 1996, up nearly \$27 billion from 1995 and accounting for 79 percent of U.S. merchandise exports in 1996. Nearly two-thirds of the metropolitan areas for which data are available reported export growth during 1996.

-more-

A total of 86 metro areas posted 1996 export sales of \$1 billion or more. This "billion-dollar club" was responsible for about 71 percent of total U.S. exports of goods.

San Jose was the nation's top exporting metropolis in 1996, selling a total of \$29.3 billion in merchandise to foreign markets. San Jose was followed by New York (exports of \$28 billion) and Detroit (\$27.5 billion). Other top exporters included Los Angeles-Long Beach (\$24.4 billion), Chicago (\$22 billion), Seattle-Bellevue-Everett (\$21.4 billion), Houston (\$16.5 billion), Minneapolis-St. Paul (\$12.4 billion), Miami (\$10.7 billion), and Portland-Vancouver (\$9.2 billion).

Similar to the pattern in 1994 and 1995, metro areas that posted the largest percentage gains in exports during 1996 were primarily small and mid-sized cities. Examples include Albuquerque, New Mexico; Champaign-Urbana, Illinois; Melbourne-Titusville-Palm Bay, Florida; St. Joseph, Missouri; and Wheeling, West Virginia-Ohio.

In 1996, a total of 38 metro areas boosted exports by one-fourth or more. Within this group, 24 metro areas expanded exports by one-third or more.

According to a recently published study by the National Association of Manufacturers and the Institute for International Economics, U.S. businesses that export experience 20 percent faster employment growth and are 9 percent less likely to go out of business than are non-exporting firms. Additional data indicate that jobs in export industries also pay 13-18 percent more, provide higher benefits and are more productive than firms that do not export.

"This is a pocketbook issue for every American as three-fourths of our exporters employ less than 50 people. This is what fast track is about: giving those small and medium-sized firms and entrepreneurs the tools they need to increase their exports--and their employment," Daley added.

U.S. exports supported approximately 12 million U.S. jobs in 1996.

The metropolitan report--which will serve as a key tool for state, local and private sector organizations in developing export strategies and measuring results--provides export totals for 253 metro areas for the 1993-96 period. Additional tables furnishing industry sector and destination breakouts for selected cities will be provided on the Internet and in a series of forthcoming publications on the various U.S. regions.

The metropolitan-area export totals and 1996 state export profiles are available on the International Trade Administration's World Wide Web at <http://WWW.ITA.DOC.GOV/MEDIA>

Note: The metro export data presented show export sales by exporters of record that are located in the metro areas studied. The location from which exports are sold is not always the same as the production location. The figures show the extent to which local businesses have marketed products abroad, and they provide an indication of the degree to which local companies--and their employees--depend on export markets.

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Metropolitan Area Exports

An Export Performance Report
On Over 250 U.S. Cities

Update! Contains 1996 Data



U.S. Department of Commerce
International Trade Administration

INTRODUCTION

This report furnishes 1996 statistics on merchandise export sales by businesses located in 253 of the nation's Metropolitan Statistical Areas (MSAs). Metro areas covered in this study collectively account for nearly 80 percent of all U.S. exports of goods. The current report updates metropolitan export figures for 1993-95 which were published by the Commerce Department in October 1996.*

This study provides an overview of export activity in the nation's cities. A series of tables furnishes export totals for each metro area and ranks the MSAs according to various criteria--e.g., by export value and recent export growth.

Metro export details for specific market destinations and industry sectors will be made available in separate publications by the Department of Commerce. This is necessitated by the sheer volume of information which can be generated. It is currently feasible to produce both market and industry-level export details for 43 metro areas. Export market data--but only limited industry data--can be produced for another 142 metro areas.

The metro export series was first created in early 1996 following a lengthy development process; as a result, MSA export numbers are available only for 1993-96. The Commerce Department intends to produce these figures on an annual basis, resources permitting.

All metro export statistics in this report have been compiled from the Census Bureau's subnational Exporter Location (EL) series. The EL statistics show export sales by exporters of record that are located in the metro areas listed.

The location from which exports are sold is not always the same as the production location. Indeed, the locations of production and sales undoubtedly diverge more often at the local level than at the state level. Consequently, one should not draw conclusions about a metro area's export-related production or jobs solely on the basis of the data on the following pages. Any such conclusions should be arrived at cautiously and only after evaluating a metro area's export sales numbers in the context of other data on the local economy.

The metro area statistics in this report are best viewed as a measure of international sales activity. The figures show the extent to which local businesses have marketed products abroad, and they provide an indication of the degree to which local companies--and their employees--depend on export markets. The data are particularly well-suited to government and private-sector export promotion activities, since they pinpoint areas where export marketing by U.S. business is vigorous.

Data users should be aware that MSA export sales figures are inherently more volatile from year to year than state-level or national-level export statistics. Local reporting patterns can

** Metropolitan Area Exports: An Export Performance Report on Over 250 U.S. Cities. Available from the National Technical Information Service (Order Number PB97-109821).*

be strongly influenced by such factors as corporate relocations and reorganizations (e.g., a move from city to suburbs, or reassignment of international marketing responsibilities to a unit located elsewhere). Large one-time export deals can also produce volatility, especially in smaller communities when exports are concentrated in relatively few firms.

Also, the figures presented here only measure local sales of final goods leaving the country. They do not capture U.S. city-to-city shipments of intermediate components or raw materials that are ultimately incorporated into export products. Such "indirect exports" are considered domestic shipments and are excluded from official U.S. government export statistics.

Readers are cautioned that the numbers in this report are not directly comparable with 1987-93 export figures for about 30 metro areas previously released by the Department of Commerce in mid-1994. Those statistics, which were compiled using a three-digit zip code methodology, represented a first attempt to quantify metro area exports. The figures in this publication are based on a more precise five-digit zip code approach, are much more accurate, and therefore should be used in place of the prior statistics.

Although the metropolitan export figures in this report are far superior to those released in 1994, the new numbers—like most statistics—are not perfect. Due to resource constraints the metro data, like state-level export data issued by the Census Bureau, have not been subjected to all of Census' usual verification procedures. In particular, it has not been possible to identify and fix data-entry errors and mistakes on shipping declarations (e.g., transposed zip code entries).

Nevertheless, while the numbers do not meet the same standards as national-level foreign trade data, the statistics are believed to be generally on the mark. This conclusion is based on several years of positive experience with EL export figures for three-digit zip codes, the findings of limited field-tests of the metro data, and feedback received following the 1996 publication of metro export statistics for 1993-95.

Given the pioneering nature of the numbers, it is strongly recommended that all data users carefully read the Technical Notes and Appendix 2. These two sections contain additional important information on methodology, guidance on how to use the data, and a description of the strengths and limitations of the numbers.

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

1996 Highlights

- **Export sales by 253 selected U.S. Metropolitan Statistical Areas (MSAs) totaled \$494.5 billion in 1996, up nearly \$27 billion from 1995 sales of \$467.7 billion. Sales by the metro areas covered in this report accounted for 79 percent of U.S. merchandise exports in 1996.**
- **Exports continue to benefit cities throughout the nation. Nearly 66 percent--about two-thirds--of the metropolitan areas for which data are available recorded export growth during 1996.**
- **A total of 86 metro areas posted 1996 export sales of \$1 billion or more. This "billion-dollar club" was responsible for about 71 percent of total U.S. merchandise exports.**
- **Another 33 metropolitan areas recorded 1996 exports ranging from just over \$500 million to just under \$1 billion.**
- **An additional 104 metro areas generated exports between \$100 million and \$500 million.**
- **San Jose was the nation's top exporting metropolis in 1996, selling a total of \$29.3 billion in merchandise to foreign markets. San Jose was followed by New York (exports of \$28.0 billion) and Detroit (\$27.5 billion). Other top exporters included Los Angeles-Long Beach (\$24.4 billion), Chicago (\$22.0 billion), Seattle-Bellevue-Everett (\$21.4 billion), Houston (\$16.5 billion), Minneapolis-St. Paul (\$12.4 billion), Miami (\$10.7 billion), and Portland-Vancouver (\$9.2 billion).**
- **Five major metro areas expanded 1996 export sales by \$1 billion or more. Another 10 metro areas boosted exports in 1996 by more than \$500 million. An additional 54 posted increases greater than \$100 million.**
- **The Seattle-Bellevue-Everett area recorded a 1996 export gain of \$3.6 billion--the biggest dollar increase of any U.S. metro area for which statistics are available. Seattle was followed by San Jose, which registered export growth of \$2.5 billion. Other metro areas with large increases were Minneapolis-St. Paul (up \$1.3 billion), Phoenix-Mesa (up \$1.1 billion), El Paso (up \$1.1 billion), Chicago (up \$947 million), Oakland (up \$937 million), San Diego (up \$858 million), New York (up \$839 million), and Boston (up \$813 million).**
- **Similar to the pattern in 1994 and 1995, the metro areas that posted the largest percentage gains in exports during 1996 were primarily small and mid-sized cities. Examples include Albuquerque, New Mexico; Champaign-Urbana, Illinois; Melbourne-Titusville-Palm Bay, Florida; St. Joseph, Missouri; and Wheeling, West Virginia-Ohio.**
- **In 1996, a total of 38 metro areas boosted exports by one-fourth or more. Within this group, 24 metro areas expanded exports by one-third or more.**

1993-96 Trends

- **From 1993 to 1996, exports from metro areas for which data are available rose by \$122.1 billion.** This represents a gain of 33 percent--about the same percentage increase as total U.S. merchandise exports.
- **Of the 253 metro areas for which 1996 export figures are available, 90 percent recorded export growth over the 1993-96 period.**
- **Thirty-three metro areas recorded 1993-96 export increases of more than \$1 billion.**
 - By far the largest dollar gains were posted by San Jose (up \$13.2 billion) and Detroit (up \$10.8 billion).
 - Following San Jose and Detroit were Chicago (up \$7.6 billion), Los Angeles-Long Beach (up \$4.4 billion), Houston (up \$4.3 billion), Portland-Vancouver (up \$3.5 billion), Phoenix-Mesa (up \$3.4 billion), Minneapolis-St. Paul (up \$3.4 billion), Oakland (up \$3.1 billion), and Orange County, California (up \$2.7 billion).
- **Twenty-two metro areas registered 1993-96 export growth ranging from just over \$500 million to just under \$1 billion.** Leaders in this category included Raleigh-Durham-Chapel Hill, North Carolina; Grand Rapids-Muskegon-Holland, Michigan; Pittsburgh, Pennsylvania; Riverside-San Bernardino, California; Cincinnati, Ohio-Kentucky-Indiana; Nassau-Suffolk, New York; Lexington, Kentucky; Sacramento, California; Washington, D.C.-Maryland-Virginia-West Virginia; and Akron, Ohio.
- **Sixty-nine metropolitan areas saw exports rise between \$100 million and \$500 million over the 1993-96 period.** Top performers in this group included Hartford, Connecticut; San Antonio, Texas; Albuquerque, New Mexico; Davenport-Moline-Rock Island, Iowa-Illinois; Wichita, Kansas; Salt Lake City-Ogden, Utah; Harrisburg-Lebanon-Carlisle, Pennsylvania; Albany-Schenectady-Troy, New York; Saginaw-Bay City-Midland, Michigan; and Toledo, Ohio.
- **Over the 1993-96 period, a total of 91 metropolitan areas increased their exports by 50 percent or more.** Of these, 22 more than doubled their exports.

TECHNICAL NOTES

Metro Area Exporter Location (EL) Data

All metro export numbers in this report were tabulated by matching up five-digit zip codes entered by businesses on U.S. export declarations with the five-digit zip codes specified for each Metropolitan Statistical Area in the Census Bureau's City Reference File. To take a simple example, the information appearing on any export declaration that displayed a five-digit zip code that is wholly within the counties that make up the San Diego metro area was allocated to San Diego.

The matching process, however, sometimes necessitated compromises. For instance, the boundaries of five-digit zip codes sometimes cross from a metro area into nearby rural areas. In such cases, the zip code was assigned to the metro area.

In cases where two or more adjacent metro areas share the same five-digit zip code, it was impossible to assign export declarations with that zip code to any single metro area. In such cases, export declarations for the zip code in question were assigned to a catch-all "crossover" category. The crossover category in 1996 accounted for 2.6 percent of total U.S. merchandise exports.

Since the boundaries of official MSAs are county-based, data users can readily determine the coverage of export statistics for any given MSA by referring to published maps or other widely available references. It is not possible here to provide a comprehensive listing of counties for the 253 metropolitan areas covered by this publication.

Because of the relative precision of the five-digit zip code method used to compile this report, the metro area export figures in the following pages can be compared and used in conjunction with any other MSA-based federal statistics (e.g., on population, income, educational level). The only limitation is that the numbers presented here only cover Metropolitan Statistical Areas (MSAs) and counterpart Primary Metropolitan Statistical Areas (PMSAs), which are found in heavily populated areas. No export statistics have been generated for larger Consolidated Metropolitan Statistical Areas (CMSAs), which encompass two or more PMSAs. However, data users can independently calculate CMSA export totals by summing figures for component PMSAs.

Data users are advised that official MSA statistics on population or other categories should *not* be used in conjunction with earlier export statistics for about 30 metro areas released by the Commerce Department in mid-1994. As noted in the Introduction, those numbers were based on a comparatively crude three-digit zip code approach that only roughly approximated metro area boundaries. Those figures are superseded by the statistics in this report and the Commerce Department's 1996 publications on metropolitan exports (for ordering information see the Introduction or consult the metro exports section of the Department's Internet web site (<http://www.ita.doc.gov/industry/otea>)).

Regarding comparability with other U.S. trade data, the export figures in this publication can be used in conjunction with state-level Exporter Location (EL) data issued by the Census

Bureau. Using these data together it is possible, for example, to show Cleveland's share of Ohio's export sales.

However, care should be used when comparing the metro export data on the following pages with the state-level EL data widely distributed by the Massachusetts Institute of Social and Economic Research (MISER). The MISER state export numbers (known as MISER "Series II"), although based on the Census Bureau's EL data tape, are adjusted to eliminate the "unallocated" category--i.e., those exports which the Census Bureau cannot assign to any state due to deficient reporting by exporters. MISER's adjustments render its state-level EL figures not strictly comparable with metro figures in this report, which have not been adjusted in any way. (For more complete information on how to use and interpret the EL series, see Appendix 2.)

In tabulating MSA export figures for 1996, the Census Bureau was unable to allocate \$60.7 billion, or 9.7 percent, of U.S. export value to any local jurisdiction. Some 7.1 percent was "unknown"--i.e., could not be assigned to any five-digit zip code because of faulty reporting by exporters. The remaining 2.6 percent fell into the previously discussed crossover category.

It follows from the above that (1) export totals for at least some metro areas in this report are somewhat understated, and (2) ongoing improvements in business reporting of zip codes on export declarations can produce one-time statistically-induced gains in metro area exports. Consequently, year-to-year changes in metro area exports need to be interpreted with some care.

For example, Detroit's recorded exports rose a stunning \$10.7 billion, or 65 percent, from 1993 to 1994. Research suggests, however, that possibly as much as \$6 billion of the gain was due to improved 1994 reporting on export declarations by Detroit-area transport equipment manufacturers. Because of incomplete reporting in 1993, these shipments were in that year folded into the national "unallocated" category and were not even credited to Michigan, much less Detroit.

Apart from the issue of "crossover" and "unknown" zip codes, some \$36.9 billion, or 5.9 percent, of U.S. merchandise exports in 1996 was sold from five-digit zip codes located in rural areas. These transactions are summarized in a "nonmetropolitan areas" category which is displayed where appropriate.

Because of U.S. laws that preclude disclosure of confidential business data provided to the federal government, it was necessary for the Census Bureau to completely suppress export data for a number of metro areas that undoubtedly recorded significant exports over the 1993-95 period. A good example is Peoria, Illinois. MSAs for which total suppression was necessary have been folded into a category labeled "other metropolitan areas." This category accounted for 4.9 percent of U.S. merchandise exports in 1996.

For the 253 metro areas for which it is possible to release some 1996 export data, disclosure regulations still limit or prevent the release of much detail on foreign markets and the industry composition of exports. Manufactured product detail, even for the largest exporting MSAs, is

limited to broad two-digit SIC (Standard Industrial Classification) categories. For non-manufactured commodities (coal, minerals, ores, unprocessed agricultural commodities, crude petroleum, etc.) there is no product breakdown for any MSA. Information on market destinations, while generally more complete than data on product composition, is also subject to important disclosure-induced limitations.

As noted in the Introduction, this report provides MSA export totals only. Specifics on MSA export industries and markets will be furnished in seven separate companion volumes, each of which will cover a major U.S. region.

All data in this publication are on a f.a.s. (free alongside ship) basis and include reexports as well as domestic exports. All numbers are based on initial data and do not reflect carryover adjustments or other revisions.

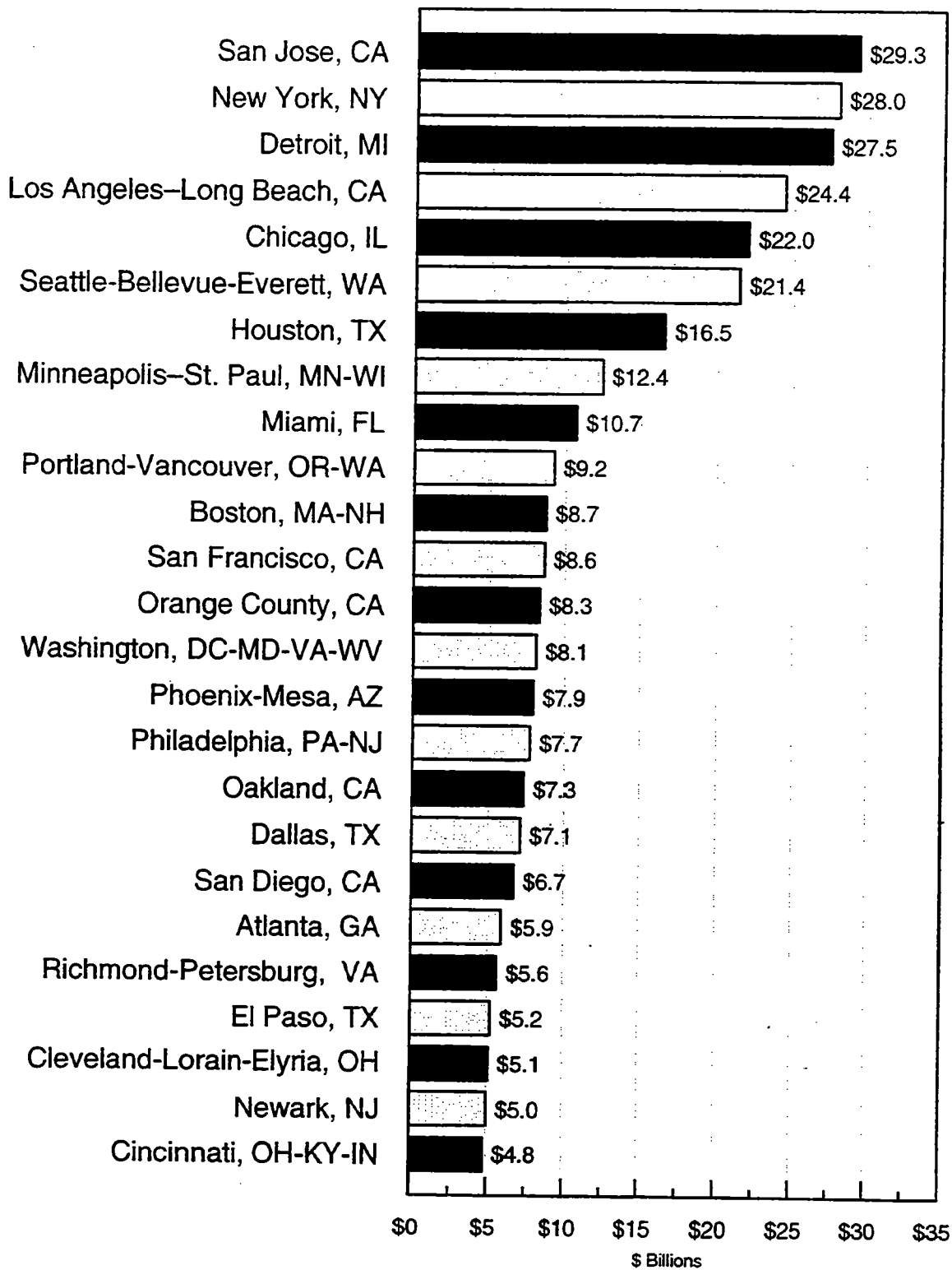
In some cases, details in tables may not add to totals due to rounding. Additionally, rounding may produce small differences between figures cited in tables, text, and graphs.

SUMMARY GRAPHS

Top 25 Metro Area Exporters, 1996

Ranked by 1996 Dollar Value

(\$ Billions)

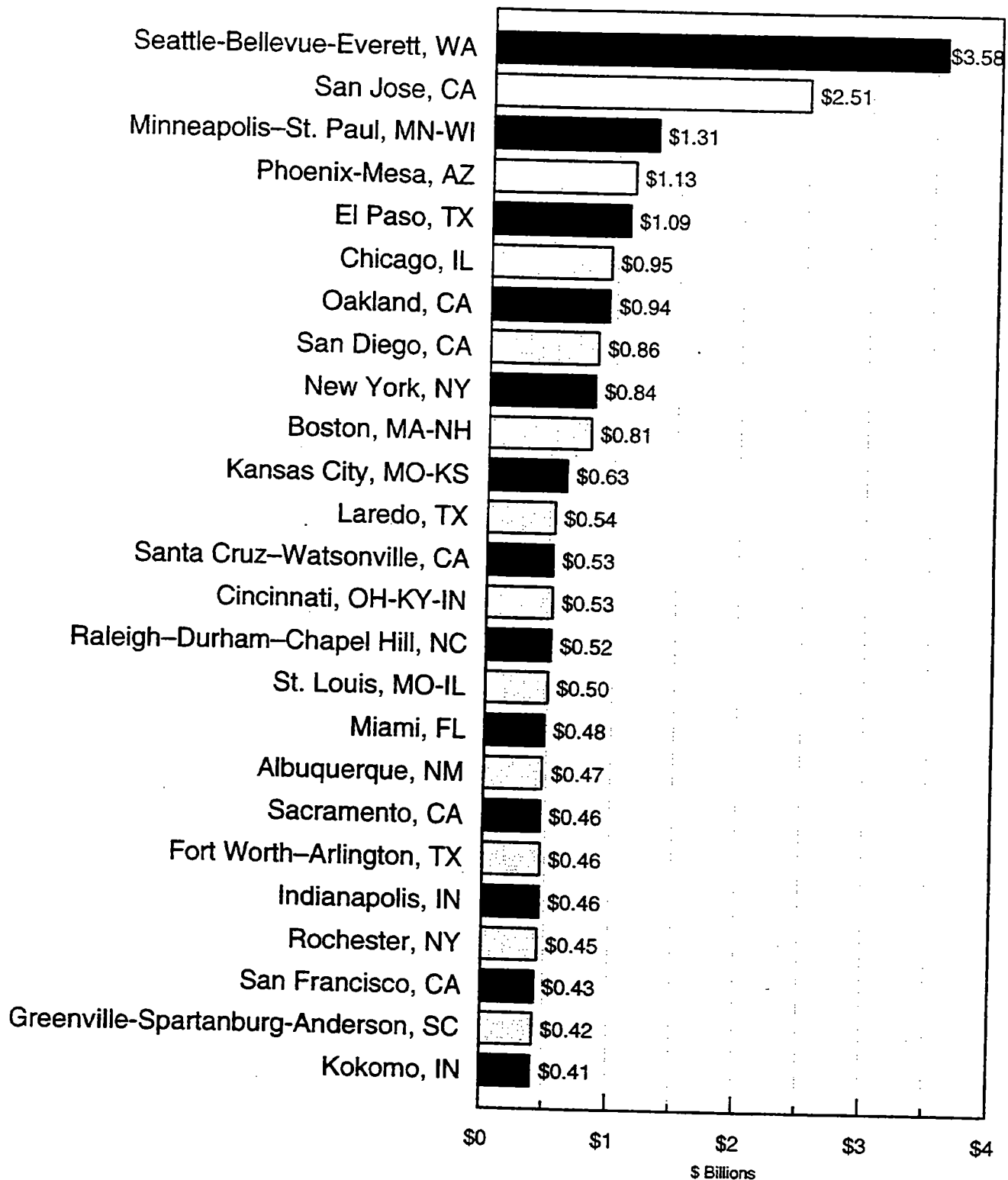


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1995-96

Ranked by Growth in Merchandise Export Value

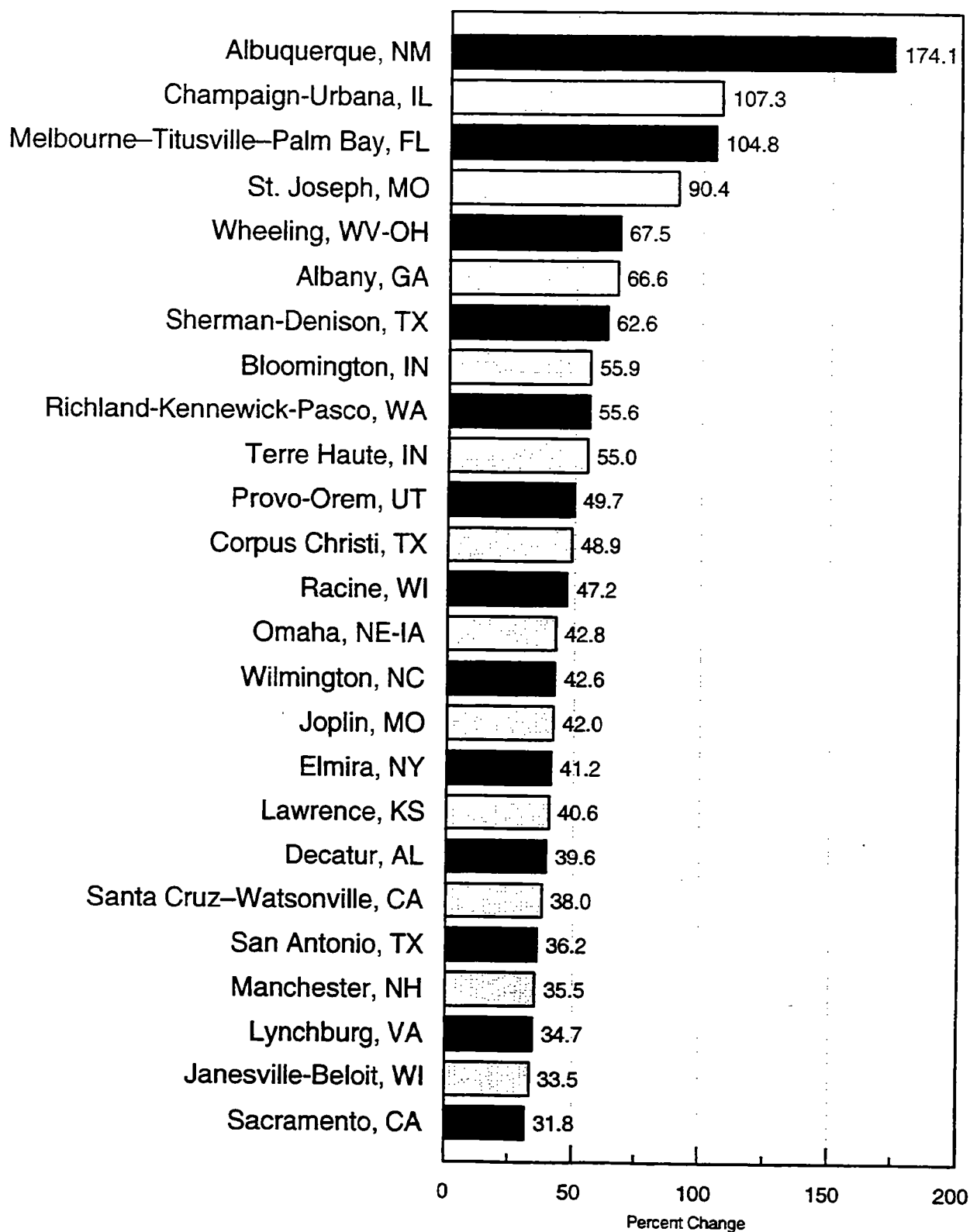
(\$ Billions)



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Fastest-Growing Metro Area Exporters, 1995-96

Ranked by Percentage Growth in Merchandise Exports

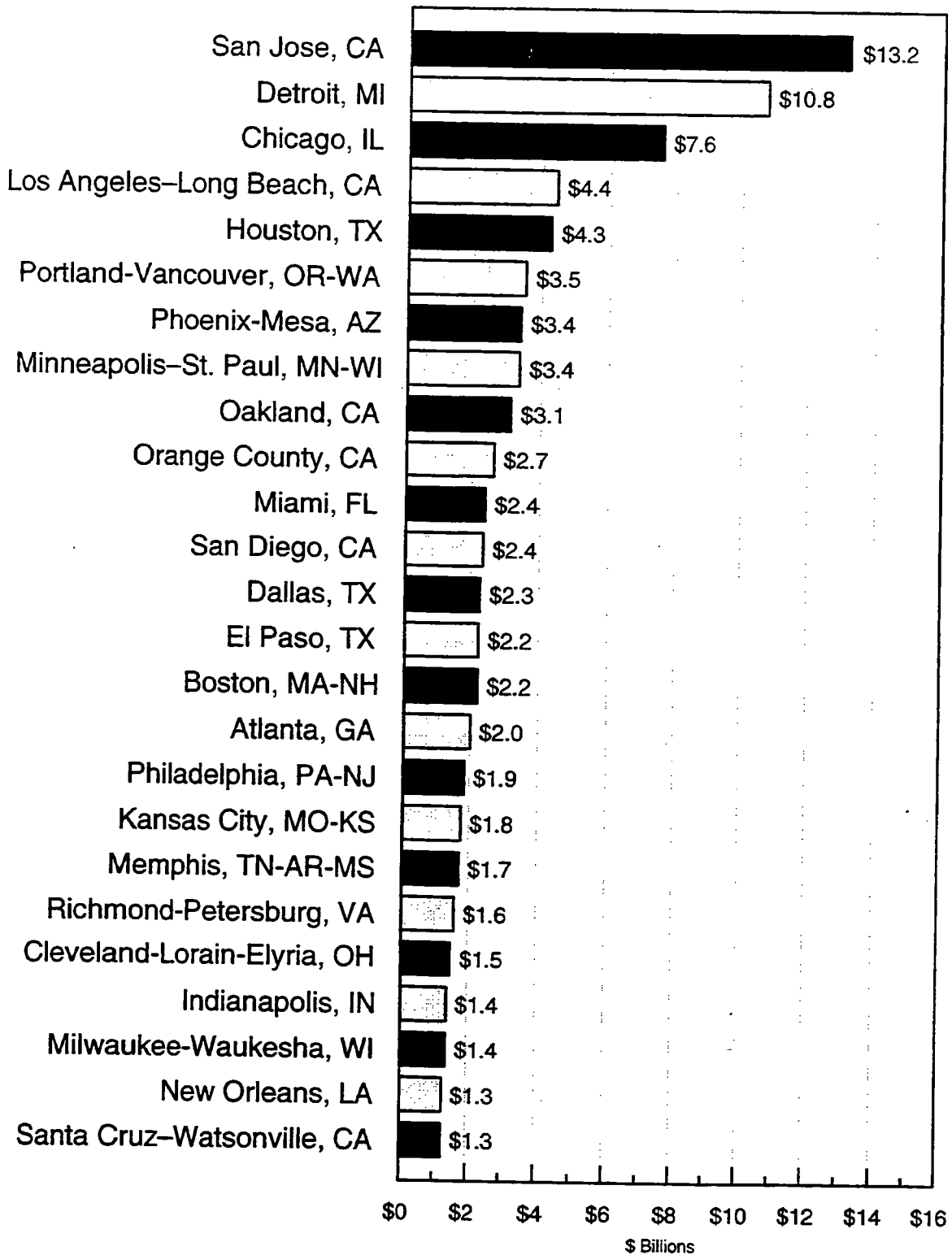


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1993-96

Ranked by Growth in Merchandise Export Value

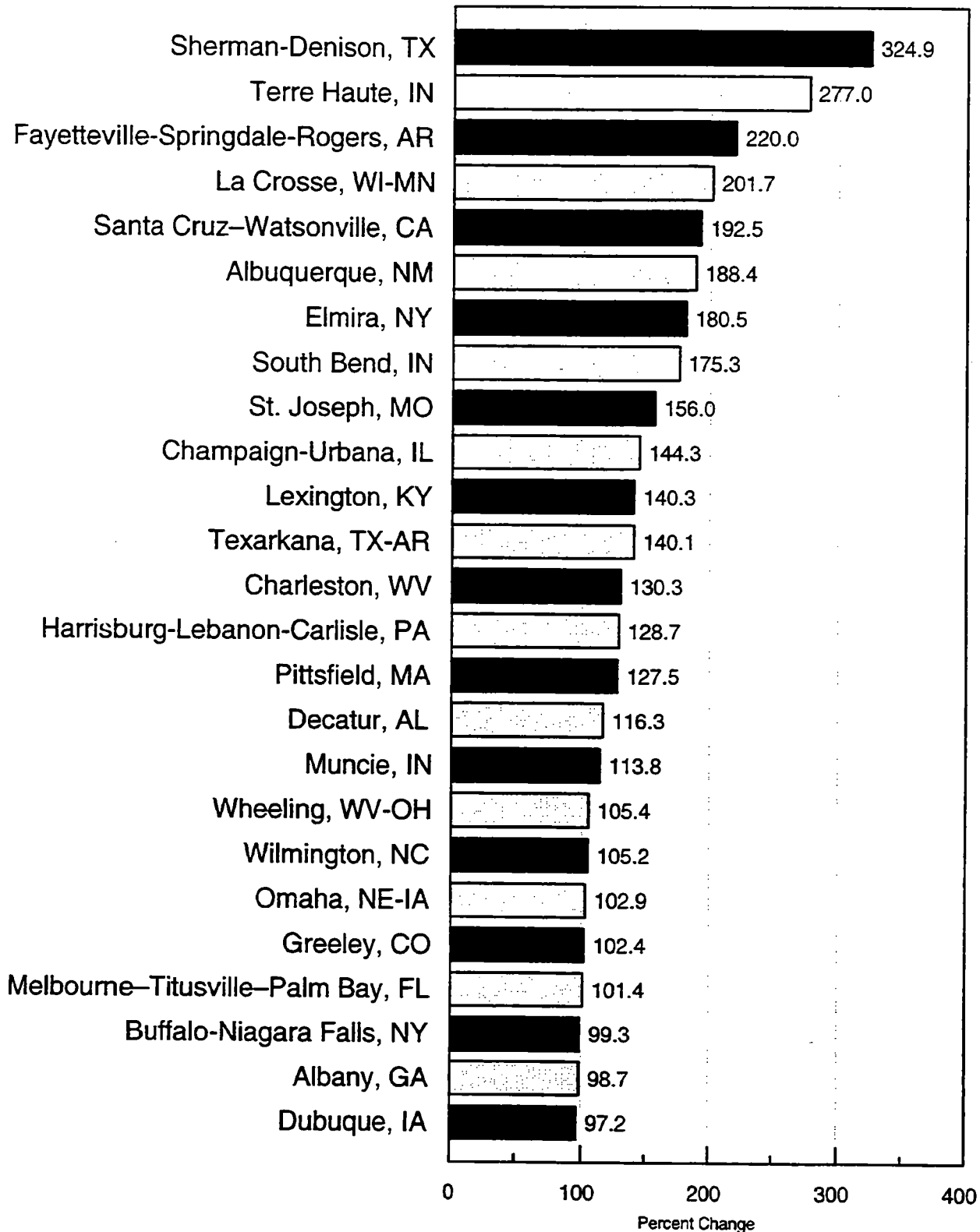
(\$ Billions)



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Fastest-Growing Metro Area Exporters, 1993-96

Ranked by Percentage Growth in Merchandise Exports



Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

NATIONAL SUMMARY TABLES

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Akron, OH	\$1,434,941,835	\$1,606,289,098	\$1,931,665,315	\$2,260,274,977	\$825,333,142	57.5	\$328,609,662	17.0
Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Birmingham, AL	\$533,867,447	\$453,848,201	\$550,542,807	\$625,776,105	\$91,908,658	17.2	\$75,233,298	13.7
Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Columbia, MO	\$42,934,889	\$50,173,690	\$51,134,313	\$57,875,367	\$14,940,478	34.8	\$6,741,054	13.2
Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
Erie, PA	\$311,583,551	\$285,447,671	\$490,769,564	\$321,857,103	\$10,273,552	3.3	-\$168,912,461	-34.4
Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
Greensboro--Win.-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Hamilton--Middletown, OH	\$49,285,459	\$66,255,465	\$78,347,581	\$90,124,695	\$40,839,236	82.9	\$11,777,114	15.0
Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Kenosha, WI	\$126,851,361	\$117,674,203	\$133,917,838	\$154,262,351	\$27,410,990	21.6	\$20,344,513	15.2
Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Lubbock, TX	\$98,634,148	\$165,123,367	\$258,746,975	\$189,012,353	\$90,378,205	91.6	-\$69,734,622	-27.0
Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
Middlesex--Somerset--Huntdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Nassau--Suffolk, NY	\$2,803,215,823	\$2,866,271,135	\$3,558,627,404	\$3,680,169,225	\$876,953,402	31.3	\$121,541,821	3.4
New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Pittsfield, MA	\$77,167,991	\$112,240,264	\$151,883,168	\$175,533,111	\$98,365,120	127.5	\$23,649,943	15.6
Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
Providence-Fall River-Warwick, RI-MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
Salt Lake City--Ogden, UT	\$1,660,879,322	\$1,808,673,252	\$1,838,150,726	\$2,111,534,068	\$450,654,746	27.1	\$273,383,342	14.9
San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

<u>Metropolitan Statistical Area</u>	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
St. Louis, MO--IL	\$3,399,997,362	\$3,673,337,340	\$3,997,677,665	\$4,497,447,213	\$1,097,449,851	32.3	\$499,769,548	12.5
Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
West Palm Beach--Boca Raton, FL	\$764,832,660	\$834,284,026	\$897,955,077	\$955,845,660	\$191,013,000	25.0	\$57,890,583	6.4
Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
Metro Sample Subtotal	\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas	\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas	\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers	\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown	\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports	\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	San Jose, CA	\$16,171,568,261	\$19,942,678,387	\$26,822,811,883	\$29,331,297,057	\$13,159,728,796	81.4	\$2,508,485,174	9.4
2	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
3	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
4	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
5	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
6	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
7	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
8	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
9	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
10	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
11	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
12	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,803	-704,492,074	-7.6	426,721,503	5.2
13	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
14	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
15	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
16	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
17	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
18	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
19	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
20	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
21	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
22	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
23	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Newark, NJ	\$4,287,435,484	\$5,205,487,112	\$5,640,023,616	\$5,044,167,286	\$756,731,802	17.6	-\$595,856,330	-10.6
25	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
26	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
27	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
28	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
29	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
30	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
31	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
32	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
33	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
34	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
35	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
36	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
37	Middlesex--Somerset--Hunterdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
38	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
39	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
40	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
41	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
42	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
43	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
44	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
45	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
46	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Fort Worth--Arlington, TX	\$1,600,206,447	\$2,052,001,428	\$1,915,014,056	\$2,372,702,547	\$772,496,100	48.3	\$457,688,491	23.9
48	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
49	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
50	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
51	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
52	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
53	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
54	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
55	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
56	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
57	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
58	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
59	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
60	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
61	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
62	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
63	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
64	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
65	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
66	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
67	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
68	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Columbus, OH	\$1,167,012,557	\$1,295,467,590	\$1,358,161,052	\$1,497,159,962	\$330,147,405	28.3	\$138,998,910	10.2
70	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
71	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
72	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
73	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
74	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
75	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
76	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
77	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
78	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
79	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
80	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
81	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
82	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
83	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
84	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
85	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
86	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
87	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
88	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
89	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
90	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

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		1993	1994	1995	1996	\$	%	\$	%
91	Huntsville, AL	\$573,554,075	\$672,092,188	\$828,966,491	\$899,067,821	\$325,513,746	56.8	\$70,101,330	8.5
92	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
93	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
94	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
95	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
96	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
97	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
98	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
99	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
100	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
101	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
102	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
103	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
104	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
105	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
106	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
107	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
108	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
109	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
110	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
111	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
112	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

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		1993	1994	1995	1996	\$	%	\$	%
113	Portsmouth--Rochester, NH--ME	\$464,982,176	\$470,164,517	\$553,568,018	\$574,770,128	\$109,787,952	23.6	\$21,202,110	3.8
114	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
115	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
116	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
117	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
118	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
119	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
120	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,375	315,080,114	175.3	105,325,179	27.0
121	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
122	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
123	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
124	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
125	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
126	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
127	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
128	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
129	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
130	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
131	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
132	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
133	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
134	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2

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Ranked by 1996 Dollar Values

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		1993	1994	1995	1996	\$	%	\$	%
135	Cedar Rapids, IA	\$342,381,810	\$363,795,140	\$402,216,473	\$391,100,051	\$48,718,241	14.2	-\$11,116,422	-2.8
136	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
137	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
138	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
139	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
140	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
141	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
142	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
143	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
144	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
145	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
146	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
147	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
148	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
149	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
150	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
151	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
152	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
153	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
154	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
155	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
156	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	La Crosse, WI--MN	\$90,557,886	\$93,073,270	\$276,216,972	\$273,185,399	\$182,627,513	201.7	-\$3,031,573	-1.1
158	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
159	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
160	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
161	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
162	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
163	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
164	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
165	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
166	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
167	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
168	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
169	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
170	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
171	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
172	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
173	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
174	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
175	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
176	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
177	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
178	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
		<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
179	Waterloo--Cedar Falls, IA	\$102,706,259	\$149,660,963	\$194,610,804	\$200,919,265	\$98,213,006	95.6	\$6,308,461	3.2
180	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
181	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
182	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
183	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
184	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
185	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
186	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
187	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
188	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
189	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
190	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
191	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
192	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
193	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
194	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
195	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
196	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
197	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
198	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
199	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
200	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Newburgh, NY--PA	\$382,276,236	\$152,834,872	\$148,873,899	\$153,254,084	-\$229,022,152	-59.9	\$4,380,185	2.9
202	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
203	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
204	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
205	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
206	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
207	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
208	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
209	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
210	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
211	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
212	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
213	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
214	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
215	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
216	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
217	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
218	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
219	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
220	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
221	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
222	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
224	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
225	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
226	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
227	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
228	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
229	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
230	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
231	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
232	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
233	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
234	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
235	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
236	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
237	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
238	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
239	Toxarkana, TX--Toxarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
240	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
241	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
242	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
243	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
244	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1996 Dollar Values

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Lake Charles, LA	\$56,088,346	\$55,910,699	\$64,559,699	\$48,199,497	-\$7,888,849	-14.1	-\$16,360,202	-25.3
246	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
247	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
248	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
249	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
250	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
251	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
252	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
253	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

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Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Seattle--Bellevue--Everett, WA	\$23,815,648,729	\$21,752,981,626	\$17,815,387,834	\$21,391,133,295	-\$2,424,515,434	-10.2	\$3,575,745,461	20.1
2	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
3	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
4	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
5	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
6	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
7	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
8	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
9	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
10	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
11	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
12	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
13	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
14	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
15	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
16	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
17	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
18	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
19	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
20	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
21	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
22	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
23	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Greenville--Spartanburg--Anderson, SC	\$1,462,111,636	\$1,745,019,520	\$2,305,311,475	\$2,720,417,114	\$1,258,305,478	86.1	\$415,105,639	18.0
25	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
26	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
27	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
28	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
29	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
30	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
31	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
32	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
33	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
34	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
35	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
36	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
37	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
38	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
39	Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
40	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
41	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
42	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
43	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
44	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
45	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
46	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Charlotte--Gastonia--Rock Hill, NC--SC	\$1,563,724,843	\$1,782,827,269	\$2,087,969,592	\$2,291,296,199	\$727,571,356	46.5	\$203,326,607	9.7
48	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
49	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
50	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
51	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
52	Middlesex--Somerset--Huntdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
53	Harrisburg--Lobanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
54	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
55	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
56	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
57	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
58	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
59	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
60	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
61	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
62	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
63	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
64	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
65	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
66	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
67	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
68	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Provo--Orem, UT	\$170,392,982	\$200,188,228	\$201,586,009	\$301,871,095	\$131,478,113	77.2	\$100,285,086	49.7
70	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
71	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
72	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
73	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
74	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
75	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
76	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
77	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
78	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
79	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
80	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
81	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
82	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
83	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
84	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
85	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
86	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
87	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
88	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
89	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
90	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6

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		1993	1994	1995	1996	\$	%	\$	%
91	Providence--Fall River--Warwick, RI--MA	\$1,141,672,997	\$1,246,010,092	\$1,241,013,577	\$1,296,244,192	\$154,571,195	13.5	\$55,230,615	4.5
92	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	\$1,954,184	35.5
93	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	\$1,498,828	27.8
94	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	\$7,467,843	12.5
95	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	\$4,832,062	90.4
96	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	\$4,696,333	7.7
97	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	\$4,023,029	10.6
98	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	\$0,054,193	3.7
99	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	\$0,006,364	16.8
100	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	\$9,863,472	16.7
101	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	\$9,835,010	3.8
102	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	\$8,704,866	9.6
103	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	\$7,505,382	16.4
104	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	\$6,987,285	11.9
105	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	\$3,144,966	2.3
106	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	\$2,759,390	11.2
107	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	\$1,578,261	26.9
108	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	\$9,807,946	2.5
109	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	\$9,644,837	30.1
110	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	\$8,814,407	7.6
111	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	\$8,387,321	14.0
112	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	\$6,882,421	17.3

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Ranked by 1995-96 Dollar Changes

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		1993	1994	1995	1996	\$	%	\$	%
113	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
114	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
115	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
116	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
117	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
118	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
119	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
120	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
121	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
122	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
123	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
124	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
125	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
126	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
127	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
128	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
129	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
130	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
131	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
132	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
133	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
134	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	<u>Dollar Value</u>				<u>1993-96 Changes</u>		<u>1995-96 Changes</u>	
		<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
135	Brockton, MA	\$106,999,711	\$113,104,954	\$143,965,005	\$159,706,529	\$52,706,818	49.3	\$15,741,524	10.9
136	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
137	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
138	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
139	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
140	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
141	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
142	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
143	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
144	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
145	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
146	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
147	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
148	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
149	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
150	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
151	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
152	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
153	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
154	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
155	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
156	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Yuba City, CA	\$62,846,552	\$61,460,656	\$70,525,176	\$73,968,565	\$11,122,013	17.7	\$3,443,389	4.9
158	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
159	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
160	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
161	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
162	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
163	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
164	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
165	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
166	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
167	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
168	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
169	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
170	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
171	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
172	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
173	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
174	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
175	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
176	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
177	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
178	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Sharon, PA	\$44,056,912	\$40,417,455	\$60,687,971	\$56,908,964	\$12,852,052	29.2	-\$3,779,007	-6.2
180	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
181	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
182	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
183	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
184	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
185	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
186	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
187	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
188	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
189	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
190	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
191	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
192	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
193	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
194	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
195	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
196	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
197	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
198	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
199	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
200	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Fresno, CA	\$673,105,211	\$763,407,316	\$714,388,494	\$691,807,510	\$18,702,299	2.8	-\$22,580,984	-3.2
202	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
203	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
204	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
205	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
206	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
207	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
208	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
209	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
210	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
211	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
212	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
213	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
214	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
215	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
216	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
217	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
218	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
219	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
220	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
221	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
222	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Reno, NV	\$184,086,875	\$213,652,355	\$368,209,881	\$314,589,472	\$130,502,597	70.9	-\$53,620,409	-14.6
224	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
225	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
226	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
227	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
228	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
229	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
230	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
231	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
232	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
233	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
234	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
235	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
236	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
237	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
238	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
239	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
240	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
241	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
242	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
243	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
244	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2

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Ranked by 1995-96 Dollar Changes

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		1993	1994	1995	1996	\$	%	\$	%
245	Dayton--Springfield, OH	\$2,479,866,622	\$2,671,308,908	\$2,404,843,615	\$2,201,505,400	-\$278,361,222	-11.2	-\$203,338,215	-8.5
246	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
247	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
248	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
249	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
250	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
251	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
252	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-313,277,153	-10.4
253	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-395,856,330	-10.6
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--

Metro Sample Subtotal	\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas	\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas	\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers	\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown	\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports	\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Albuquerque, NM	\$256,688,708	\$335,480,983	\$270,083,340	\$740,349,310	\$483,660,602	188.4	\$470,265,970	174.1
2	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
3	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
4	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
5	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
6	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
7	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
8	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
9	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
10	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
11	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
12	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
13	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
14	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
15	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
16	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
17	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
18	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
19	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
20	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
21	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
22	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
23	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Janesville--Beloit, WI	\$76,566,963	\$76,345,916	\$80,211,725	\$107,079,063	\$30,512,100	39.9	\$26,867,338	33.5
25	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
26	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
27	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
28	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
29	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
30	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
31	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
32	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
33	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
34	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
35	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
36	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
37	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
38	Norfolk--Va. Beach--Newport News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
39	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
40	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
41	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
42	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
43	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
44	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
45	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
46	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Knoxville, TN	\$580,408,061	\$689,179,313	\$633,188,407	\$764,136,758	\$183,728,697	31.7	\$130,948,351	20.7
48	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
49	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
50	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
51	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
52	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
53	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
54	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
55	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
56	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
57	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
58	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
59	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
60	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
61	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
62	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
63	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
64	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
65	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
66	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
67	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
68	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Hamilton--Middletown, OH	\$49,285,459	\$66,255,465	\$78,347,581	\$90,124,695	\$40,839,236	82.9	\$11,777,114	15.0
70	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
71	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
72	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
73	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
74	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6
75	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
76	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
77	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
78	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
79	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
80	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
81	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
82	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
83	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
84	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
85	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
86	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
87	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
88	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
89	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
90	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Hartford, CT	\$1,926,096,785	\$1,967,053,061	\$2,167,602,843	\$2,415,985,216	\$489,888,431	25.4	\$248,382,373	11.5
92	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
93	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
94	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
95	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
96	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
97	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
98	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
99	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
100	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
101	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
102	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
103	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
104	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
105	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
106	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
107	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
108	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
109	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
110	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
111	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
112	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Lancaster, PA	\$406,093,457	\$469,339,181	\$581,528,332	\$626,224,665	\$220,131,208	54.2	\$44,696,333	7.7
114	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
115	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
116	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
117	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
118	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
119	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
120	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
121	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
122	Middlesex--Somerset--Huntdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
123	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
124	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
125	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
126	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
127	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
128	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
129	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
130	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
131	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
132	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
133	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
134	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Richmond--Petersburg, VA	\$4,012,150,525	\$5,260,571,495	\$5,389,333,310	\$5,609,351,827	\$1,597,201,302	39.8	\$220,018,517	4.1
136	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
137	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
138	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
139	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
140	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
141	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
142	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
143	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
144	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
145	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
146	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
147	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
148	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
149	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
150	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
151	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
152	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
153	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
154	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
155	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
156	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Dubuque, IA	\$93,056,279	\$177,562,181	\$180,739,813	\$183,518,483	\$90,462,204	97.2	\$2,778,670	1.5
158	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
159	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
160	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
161	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
162	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
163	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
164	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
165	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
166	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
167	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
168	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
169	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
170	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
171	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
172	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
173	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
174	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
175	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
176	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
177	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
178	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Fayetteville, NC	\$54,326,862	\$57,909,024	\$66,594,236	\$65,411,163	\$11,084,301	20.4	-\$1,183,073	-1.8
180	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
181	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
182	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
183	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
184	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
185	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
186	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
187	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
188	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
189	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
190	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
191	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
192	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
193	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
194	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
195	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
196	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
197	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
198	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
199	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
200	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1995-96 Percentage Changes

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		1993	1994	1995	1996	\$	%	\$	%
201	Sharon, PA	\$44,056,912	\$40,417,455	\$60,687,971	\$56,908,964	\$12,852,052	29.2	-\$3,779,007	-6.2
202	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
203	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
204	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
205	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
206	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
207	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
208	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
209	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
210	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
211	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
212	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
213	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
214	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
215	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
216	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
217	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
218	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
219	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
220	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
221	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
222	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2

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Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Eugene--Springfield, OR	\$157,945,724	\$173,094,239	\$190,327,845	\$168,901,955	\$10,956,231	6.9	-\$21,425,890	-11.3
224	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
225	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
226	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
227	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
228	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
229	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
230	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
231	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
232	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
233	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
234	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
235	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
236	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
237	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
238	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
239	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
240	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
241	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
242	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
243	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
244	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1995-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Elkhart-Goshen, IN	\$419,879,457	\$460,350,316	\$501,534,285	\$367,464,878	-\$52,414,579	-12.5	-\$134,069,407	-26.7
246	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
247	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
248	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
249	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
250	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
251	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
252	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
253	Biloxi-Gulfport-Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal									
		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas									
		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas									
		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers									
		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown									
		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports									
		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	San Jose, CA	\$16,171,568,261	\$19,942,678,387	\$26,822,811,883	\$29,331,297,057	\$13,159,728,796	81.4	\$2,508,485,174	9.4
2	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
3	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
4	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
5	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
6	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
7	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
8	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
9	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
10	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
11	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
12	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
13	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
14	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
15	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
16	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
17	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
18	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
19	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
20	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
21	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	\$368,174,770	7.8
22	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
23	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	New Orleans, LA	\$2,034,209,302	\$2,326,231,047	\$3,037,819,182	\$3,316,761,379	\$1,282,552,077	63.0	\$278,942,197	9.2
25	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
26	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
27	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
28	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
29	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5
30	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
31	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
32	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2
33	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
34	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
35	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
36	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
37	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
38	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4
39	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
40	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
41	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
42	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
43	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
44	Middlesex--Somerset--Huntingdon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
45	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
46	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Charlotte--Gastonia--Rock Hill, NC--SC	\$1,563,724,843	\$1,782,827,269	\$2,087,969,592	\$2,291,296,199	\$727,571,356	46.5	\$203,326,607	9.7
48	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
49	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
50	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
51	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
52	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
53	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
54	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
55	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
56	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
57	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
58	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
59	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
60	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
61	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
62	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
63	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8
64	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
65	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
66	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
67	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
68	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Columbus, OH	\$1,167,012,557	\$1,295,467,590	\$1,358,161,052	\$1,497,159,962	\$330,147,405	28.3	\$138,998,910	10.2
70	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
71	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
72	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5
73	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
74	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
75	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
76	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
77	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
78	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
79	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
80	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
81	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
82	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
83	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
84	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
85	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
86	Bakersfield, CA	480,657,214	780,376,616	730,542,493	721,272,772	240,615,558	50.1	-9,269,721	-1.3
87	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
88	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
89	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
90	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Danbury, CT	\$316,699,123	\$392,955,842	\$421,570,014	\$531,919,512	\$215,220,389	68.0	\$110,349,498	26.2
92	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
93	Johnson City--Kingsport--Bristol, TN--VA	1,356,660,383	1,580,777,613	1,677,496,932	1,566,531,562	209,871,179	15.5	-110,965,370	-6.6
94	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
95	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
96	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
97	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
98	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
99	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
100	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
101	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
102	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
103	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
104	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
105	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
106	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
107	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
108	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
109	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6
110	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
111	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
112	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Hickory--Morganton, NC	\$335,244,333	\$397,915,417	\$476,068,830	\$464,328,927	\$129,084,594	38.5	-\$11,739,903	-2.5
114	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
115	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
116	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
117	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
118	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
119	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
120	Sherman--Denison, TX	34,708,511	36,149,343	90,719,027	147,488,586	112,780,075	324.9	56,769,559	62.6
121	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
122	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
123	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
124	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
125	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
126	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
127	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
128	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
129	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9
130	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
131	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
132	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
133	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
134	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Utica--Rome, NY	\$188,304,048	\$269,316,483	\$237,987,015	\$277,993,379	\$89,689,331	47.6	\$40,006,364	16.8
136	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
137	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
138	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
139	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
140	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
141	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
142	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
143	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
144	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
145	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
146	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
147	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
148	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3
149	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
150	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
151	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
152	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
153	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
154	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
155	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
156	Lafayette, IN	75,176,012	74,907,687	116,206,271	133,217,699	58,041,687	77.2	17,011,428	14.6

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	St. Joseph, MO	\$36,880,396	\$39,198,221	\$49,580,703	\$94,412,765	\$57,532,369	156.0	\$44,832,062	90.4
158	Huntington--Ashland, WV--KY--OH	136,550,041	162,404,065	237,186,454	193,938,404	57,388,363	42.0	-43,248,050	-18.2
159	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
160	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
161	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
162	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
163	Corpus Christi, TX	186,763,368	153,571,047	162,390,036	241,770,221	55,006,853	29.5	79,380,185	48.9
164	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
165	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
166	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
167	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
168	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
169	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
170	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
171	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
172	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
173	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
174	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
175	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
176	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2
177	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
178	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Altoona, PA	\$42,603,769	\$46,387,634	\$74,185,381	\$80,174,812	\$37,571,043	88.2	\$5,989,431	8.1
180	Texarkana, TX--Texarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
181	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
182	Montgomery, AL	157,828,546	231,008,786	244,100,977	192,869,812	35,041,266	22.2	-51,231,165	-21.0
183	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3
184	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
185	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
186	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
187	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
188	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
189	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
190	Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
191	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
192	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
193	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
194	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
195	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
196	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
197	Albany, GA	26,396,462	31,809,840	31,496,956	52,462,198	26,065,736	98.7	20,965,242	66.6
198	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
199	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
200	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Visalia--Tulare--Porterville, CA	\$119,558,653	\$107,684,069	\$120,628,108	\$143,732,226	\$24,173,573	20.2	\$23,104,118	19.2
202	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
203	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
204	Naples, FL	55,573,932	55,984,555	75,004,316	75,953,612	20,379,680	36.7	949,296	1.3
205	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
206	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
207	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
208	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
209	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
210	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
211	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
212	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
213	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
214	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
215	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
216	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
217	Erie, PA	311,583,551	285,447,671	490,769,564	321,857,103	10,273,552	3.3	-168,912,461	-34.4
218	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
219	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
220	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
221	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6
222	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Alexandria, LA	\$15,789,189	\$16,932,546	\$18,691,822	\$21,630,915	\$5,841,726	37.0	\$2,939,093	15.7
224	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
225	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
226	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
227	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
228	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
229	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
230	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
231	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
232	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
233	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
234	Cumberland, MD--WV	54,899,071	64,260,954	53,813,253	45,917,310	-8,981,761	-16.4	-7,895,943	-14.7
235	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
236	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
237	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6
238	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
239	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
240	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
241	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
242	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
243	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
244	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	New York, NY	\$28,192,821,918	\$23,543,749,240	\$27,131,083,725	\$27,970,506,919	\$222,314,999	-0.8	\$839,423,194	3.1
246	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
247	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
248	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
249	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
250	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
251	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
252	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
253	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
1	Sherman--Denison, TX	\$34,708,511	\$36,149,343	\$90,719,027	\$147,488,586	\$112,780,075	324.9	\$56,769,559	62.6
2	Terre Haute, IN	67,300,401	88,796,473	163,624,858	253,692,171	186,391,770	277.0	90,067,313	55.0
3	Fayetteville--Springdale--Rogers, AR	250,351,519	433,823,178	669,265,366	801,202,632	550,851,113	220.0	131,937,266	19.7
4	La Crosse, WI--MN	90,557,886	93,073,270	276,216,972	273,185,399	182,627,513	201.7	-3,031,573	-1.1
5	Santa Cruz--Watsonville, CA	664,331,713	857,420,329	1,408,245,395	1,943,146,539	1,278,814,826	192.5	534,901,144	38.0
6	Albuquerque, NM	256,688,708	335,480,983	270,083,340	740,349,310	483,660,602	188.4	470,265,970	174.1
7	Elmira, NY	70,198,940	116,821,840	139,477,729	196,874,347	126,675,407	180.5	57,396,618	41.2
8	South Bend, IN	179,719,461	160,344,125	389,474,396	494,799,575	315,080,114	175.3	105,325,179	27.0
9	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
10	Champaign--Urbana, IL	87,761,650	89,340,648	103,420,926	214,408,931	126,647,281	144.3	110,988,005	107.3
11	Lexington, KY	624,190,496	1,078,565,940	1,235,008,709	1,499,918,569	875,728,073	140.3	264,909,860	21.5
12	Toxarkana, TX--Toxarkana, AR	26,687,418	24,643,159	52,232,066	64,067,528	37,380,110	140.1	11,835,462	22.7
13	Charleston, WV	178,938,582	277,595,846	394,361,940	412,150,338	233,211,756	130.3	17,788,398	4.5
14	Harrisburg--Lebanon--Carlisle, PA	339,161,096	535,012,238	600,972,744	775,520,056	436,358,960	128.7	174,547,312	29.0
15	Pittsfield, MA	77,167,991	112,240,264	151,883,168	175,533,111	98,365,120	127.5	23,649,943	15.6
16	Decatur, AL	42,334,717	54,467,829	65,584,180	91,562,675	49,227,958	116.3	25,978,495	39.6
17	Muncie, IN	64,329,690	107,404,131	158,266,189	137,554,385	73,224,695	113.8	-20,711,804	-13.1
18	Wheeling, WV--OH	7,365,382	10,755,481	9,028,702	15,125,019	7,759,637	105.4	6,096,317	67.5
19	Wilmington, NC	147,065,129	180,669,050	211,669,917	301,741,446	154,676,317	105.2	90,071,529	42.6
20	Omaha, NE--IA	299,777,818	393,250,149	425,917,469	608,290,193	308,512,375	102.9	182,372,724	42.8
21	Greeley, CO	276,023,363	501,822,972	582,938,322	558,789,549	282,766,186	102.4	-24,148,773	-4.1
22	Melbourne--Titusville--Palm Bay, FL	315,249,458	315,942,399	310,089,285	634,964,140	319,714,682	101.4	324,874,855	104.8
23	Buffalo--Niagara Falls, NY	1,135,152,775	1,569,651,215	2,295,800,493	2,262,227,981	1,127,075,206	99.3	-33,572,512	-1.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
24	Albany, GA	\$26,396,462	\$31,809,840	\$31,496,956	\$52,462,198	\$26,065,736	98.7	\$20,965,242	66.6
25	Dubuque, IA	93,056,279	177,562,181	180,739,813	183,518,483	90,462,204	97.2	2,778,670	1.5
26	Waterloo--Cedar Falls, IA	102,706,259	149,660,963	194,610,804	200,919,265	98,213,006	95.6	6,308,461	3.2
27	Augusta--Aiken, GA--SC	227,431,785	326,301,958	405,182,720	443,887,586	216,455,801	95.2	38,704,866	9.6
28	Panama City, FL	90,907,807	121,158,683	216,486,434	174,787,075	83,879,268	92.3	-41,699,359	-19.3
29	Lubbock, TX	98,634,148	165,123,367	258,746,975	189,012,353	90,378,205	91.6	-69,734,622	-27.0
30	Altoona, PA	42,603,769	46,387,634	74,185,381	80,174,812	37,571,043	88.2	5,989,431	8.1
31	San Antonio, TX	563,927,642	656,275,677	771,089,223	1,049,964,571	486,036,929	86.2	278,875,348	36.2
32	Greenville--Spartanburg--Anderson, SC	1,462,111,636	1,745,019,520	2,305,311,475	2,720,417,114	1,258,305,478	86.1	415,105,639	18.0
33	Norfolk--Va. Beach--New. News, VA--NC	677,160,364	807,674,367	1,005,516,040	1,256,850,424	579,690,060	85.6	251,334,384	25.0
34	Salem, OR	66,294,376	72,944,150	111,955,642	123,012,597	56,718,221	85.6	11,056,955	9.9
35	Manchester, NH	107,047,205	115,302,567	146,299,420	198,253,604	91,206,399	85.2	51,954,184	35.5
36	Memphis, TN--AR--MS	2,055,082,048	2,729,489,435	4,163,837,508	3,786,079,518	1,730,997,470	84.2	-377,757,990	-9.1
37	Odessa--Midland, TX	50,028,313	68,283,389	118,157,184	92,079,910	42,051,597	84.1	-26,077,274	-22.1
38	Florence, SC	66,283,137	117,219,848	249,016,278	121,575,880	55,292,743	83.4	-127,440,398	-51.2
39	Hamilton--Middletown, OH	49,285,459	66,255,465	78,347,581	90,124,695	40,839,236	82.9	11,777,114	15.0
40	San Jose, CA	16,171,568,261	19,942,678,387	26,822,811,883	29,331,297,057	13,159,728,796	81.4	2,508,485,174	9.4
41	Riverside--San Bernardino, CA	1,093,799,058	1,458,849,995	1,856,457,174	1,982,059,899	888,260,841	81.2	125,602,725	6.8
42	Lynchburg, VA	143,245,862	152,545,285	192,136,774	258,838,467	115,592,605	80.7	66,701,693	34.7
43	Kansas City, MO--KS	2,225,900,542	2,578,559,820	3,350,169,565	3,985,072,561	1,759,172,019	79.0	634,902,996	19.0
44	Modesto, CA	201,050,014	236,677,694	279,172,075	359,600,993	158,550,979	78.9	80,428,918	28.8
45	Sacramento, CA	1,075,600,748	1,087,946,958	1,448,341,678	1,908,647,897	833,047,149	77.4	460,306,219	31.8
46	Bremerton, WA	45,021,656	54,582,146	109,800,268	79,868,261	34,846,605	77.4	-29,932,007	-27.3

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
47	Lafayette, IN	\$75,176,012	\$74,907,687	\$116,206,271	\$133,217,699	\$58,041,687	77.2	\$17,011,428	14.6
48	Provo--Orem, UT	170,392,982	200,188,228	201,586,009	301,871,095	131,478,113	77.2	100,285,086	49.7
49	Lafayette, LA	93,648,966	148,703,593	192,720,480	164,842,615	71,193,649	76.0	-27,877,865	-14.5
50	Phoenix--Mesa, AZ	4,498,943,416	5,561,093,693	6,780,426,107	7,912,059,679	3,413,116,263	75.9	1,131,633,572	16.7
51	El Paso, TX	2,967,026,906	3,561,263,422	4,120,776,696	5,212,688,891	2,245,661,985	75.7	1,091,912,195	26.5
52	Rochester, MN	53,026,135	72,680,026	93,938,469	92,865,882	39,839,747	75.1	-1,072,587	-1.1
53	Bloomington, IN	113,645,558	115,744,973	127,555,248	198,831,576	85,186,018	75.0	71,276,328	55.9
54	Oakland, CA	4,181,477,503	5,113,244,018	6,372,462,719	7,309,195,498	3,127,717,995	74.8	936,732,779	14.7
55	Monroe, LA	77,148,746	107,119,178	167,800,817	133,964,208	56,815,462	73.6	-33,836,609	-20.2
56	Reno, NV	184,086,875	213,652,355	368,209,881	314,589,472	130,502,597	70.9	-53,620,409	-14.6
57	Longview--Marshall, TX	84,953,839	97,254,225	121,156,896	144,152,404	59,198,565	69.7	22,995,508	19.0
58	Tallahassee, FL	16,093,067	18,726,647	24,234,828	27,238,349	11,145,282	69.3	3,003,521	12.4
59	Danbury, CT	316,699,123	392,955,842	421,570,014	531,919,512	215,220,389	68.0	110,349,498	26.2
60	Jacksonville, FL	404,853,481	500,395,802	604,065,516	676,984,833	272,131,352	67.2	72,919,317	12.1
61	Santa Rosa, CA	409,067,069	485,151,372	572,939,426	681,824,903	272,757,834	66.7	108,885,477	19.0
62	Fort Collins--Loveland, CO	284,313,777	354,461,962	373,863,044	468,123,621	183,809,844	64.7	94,260,577	25.2
63	Redding, CA	32,253,405	28,625,590	40,979,118	53,002,385	20,748,980	64.3	12,023,267	29.3
64	Tucson, AZ	487,122,690	638,117,582	671,722,641	800,051,534	312,928,844	64.2	128,328,893	19.1
65	Detroit, MI	16,780,888,732	27,469,655,137	27,314,657,428	27,531,231,354	10,750,342,622	64.1	216,573,926	0.8
66	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
67	New Orleans, LA	2,034,209,302	2,326,231,047	3,037,819,182	3,316,761,379	1,282,552,077	63.0	278,942,197	9.2
68	Albany--Schenectady--Troy, NY	676,205,811	831,365,928	1,061,193,724	1,101,028,734	424,822,923	62.8	39,835,010	3.8

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
69	Fargo--Moorhead, ND--MN	\$111,847,927	\$137,258,753	\$155,009,615	\$181,892,036	\$70,044,109	62.6	\$26,882,421	17.3
70	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
71	Portland--Vancouver, OR--WA	5,698,522,232	6,448,826,945	8,931,311,703	9,234,314,656	3,535,792,424	62.0	303,002,953	3.4
72	Vallejo--Fairfield--Napa, CA	171,714,634	263,959,185	238,117,982	277,981,454	106,266,820	61.9	39,863,472	16.7
73	Denver, CO	930,959,714	1,089,812,265	1,385,281,758	1,502,864,847	571,905,133	61.4	117,583,089	8.5
74	Raleigh--Durham--Chapel Hill, NC	1,620,883,787	1,758,672,814	2,093,206,440	2,609,827,686	988,943,899	61.0	516,621,246	24.7
75	Austin--San Marcos, TX	1,721,513,552	2,128,773,530	2,929,207,924	2,743,135,077	1,021,621,525	59.3	-186,072,847	-6.4
76	Shreveport--Bossier City, LA	108,426,809	134,649,484	169,129,758	172,614,442	64,187,633	59.2	3,484,684	2.1
77	Milwaukee--Waukesha, WI	2,337,304,875	2,913,544,707	3,506,904,100	3,717,211,269	1,379,906,394	59.0	210,307,169	6.0
78	Akron, OH	1,434,941,835	1,606,289,098	1,931,665,315	2,260,274,977	825,333,142	57.5	328,609,662	17.0
79	Huntsville, AL	573,554,075	672,092,188	828,966,491	899,067,821	325,513,746	56.8	70,101,330	8.5
80	Grand Rapids--Muskegon--Holland, MI	1,704,959,504	1,993,494,017	2,304,077,070	2,656,497,290	951,537,786	55.8	352,420,220	15.3
81	Wichita Falls, TX	49,571,138	65,093,442	80,715,177	77,030,476	27,459,338	55.4	-3,684,701	-4.6
82	Fort Wayne, IN	640,583,777	770,882,450	1,029,423,033	991,375,086	350,791,309	54.8	-38,047,947	-3.7
83	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
84	San Diego, CA	4,357,749,356	4,867,278,411	5,860,939,776	6,719,405,217	2,361,655,861	54.2	858,465,441	14.6
85	Jamestown, NY	156,924,124	209,363,848	256,550,359	241,230,928	84,306,804	53.7	-15,319,431	-6.0
86	Santa Barbara--Santa Maria--Lompoc, CA	424,028,623	420,154,380	565,199,094	647,994,553	223,965,930	52.8	82,795,459	14.6
87	Indianapolis, IN	2,626,625,792	3,003,834,284	3,555,924,896	4,012,774,870	1,386,149,078	52.8	456,849,974	12.8
88	Chicago, IL	14,446,576,063	17,333,603,392	21,083,418,213	22,030,068,072	7,583,492,009	52.5	946,649,859	4.5
89	Atlanta, GA	3,870,588,791	4,739,123,635	5,811,439,296	5,891,451,390	2,020,862,599	52.2	80,012,094	1.4
90	Ventura, CA	640,298,267	698,677,973	953,380,827	967,262,858	326,964,591	51.1	13,882,031	1.5

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
91	Bakersfield, CA	\$480,657,214	\$780,376,616	\$730,542,493	\$721,272,772	\$240,615,558	50.1	-\$9,269,721	-1.3
92	Brockton, MA	106,999,711	113,104,954	143,965,005	159,706,529	52,706,818	49.3	15,741,524	10.9
93	Springfield, IL	23,906,115	29,803,555	35,098,601	35,549,360	11,643,245	48.7	450,759	1.3
94	Springfield, MO	81,120,882	103,823,081	120,177,601	120,348,771	39,227,889	48.4	171,170	0.1
95	Tampa--St. Petersburg--Clearwater, FL	1,295,739,290	1,835,814,338	2,116,050,399	1,921,833,422	626,094,132	48.3	-194,216,977	-9.2
96	Fort Worth--Arlington, TX	1,600,206,447	2,052,001,428	1,915,014,056	2,372,702,547	772,496,100	48.3	457,688,491	23.9
97	Utica--Rome, NY	188,304,048	269,316,483	237,987,015	277,993,379	89,689,331	47.6	40,006,364	16.8
98	Dallas, TX	4,817,639,383	5,679,710,931	6,870,413,661	7,096,879,121	2,279,239,738	47.3	226,465,460	3.3
99	Scranton--Wilkes-Barre--Hazleton, PA	266,618,289	328,151,069	431,874,490	391,991,357	125,373,068	47.0	-39,883,133	-9.2
100	Orange County, CA	5,653,367,750	6,715,981,650	8,041,081,422	8,309,267,047	2,655,899,297	47.0	268,185,625	3.3
101	Saginaw--Bay City--Midland, MI	855,413,629	776,806,698	1,035,564,698	1,254,463,776	399,050,147	46.6	218,899,078	21.1
102	Charlotte--Gastonia--Rock Hill, NC--SC	1,563,724,843	1,782,827,269	2,087,969,592	2,291,296,199	727,571,356	46.5	203,326,607	9.7
103	Fort Pierce--Port St. Lucie, FL	73,493,929	92,293,244	114,172,040	107,600,648	34,106,719	46.4	-6,571,392	-5.8
104	Madison, WI	357,688,184	417,083,076	497,461,686	522,408,188	164,720,004	46.1	24,946,502	5.0
105	Columbia, SC	212,915,343	300,390,174	343,310,841	310,848,312	97,932,969	46.0	-32,462,529	-9.5
106	Roanoke, VA	164,041,683	195,937,140	231,349,346	238,327,106	74,285,423	45.3	6,977,760	3.0
107	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
108	Kankakee, IL	79,077,304	85,978,927	137,807,663	113,716,644	34,639,340	43.8	-24,091,019	-17.5
109	Jackson, TN	108,016,037	132,547,246	175,311,228	155,209,557	47,193,520	43.7	-20,101,671	-11.5
110	Williamsport, PA	105,193,832	123,284,392	150,363,429	150,990,732	45,796,900	43.5	627,303	0.4
111	Davenport--Moline--Rock Island, IA--IL	1,102,557,510	1,098,869,468	1,291,031,098	1,576,122,832	473,565,322	43.0	285,091,734	22.1
112	Greensboro--Winston-Salem--High Point, NC	2,453,096,262	2,773,310,009	3,356,262,119	3,495,638,996	1,042,542,734	42.5	139,376,877	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
113	Huntington--Ashland, WV--KY--OH	\$136,550,041	\$162,404,065	\$237,186,454	\$193,938,404	\$57,388,363	42.0	-\$43,248,050	-18.2
114	Cleveland--Lorain--Elyria, OH	3,582,759,333	4,093,322,966	4,706,990,680	5,075,165,450	1,492,406,117	41.7	368,174,770	7.8
115	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
116	Fort Lauderdale, FL	1,321,447,890	1,506,662,094	1,774,654,135	1,864,517,768	543,069,878	41.1	89,863,633	5.1
117	Gainesville, FL	62,603,224	65,747,174	91,619,239	88,265,083	25,661,859	41.0	-3,354,156	-3.7
118	Green Bay, WI	134,096,711	187,289,675	212,672,332	188,949,597	54,852,886	40.9	-23,722,735	-11.2
119	Binghamton, NY	316,229,309	474,877,881	558,094,464	443,250,094	127,020,785	40.2	-114,844,370	-20.6
120	Janesville--Beloit, WI	76,566,963	76,345,916	80,211,725	107,079,063	30,512,100	39.9	26,867,338	33.5
121	Richmond--Petersburg, VA	4,012,150,525	5,260,571,495	5,389,333,310	5,609,351,827	1,597,201,302	39.8	220,018,517	4.1
122	Rochester, NY	3,091,528,731	3,143,661,788	3,860,521,321	4,307,693,737	1,216,165,006	39.3	447,172,416	11.6
123	Louisville, KY--IN	1,673,848,467	1,798,846,995	2,199,762,270	2,327,058,039	653,209,572	39.0	127,295,769	5.8
124	Hickory--Morganton, NC	335,244,333	397,915,417	476,068,830	464,328,927	129,084,594	38.5	-11,739,903	-2.5
125	Rockford, IL	521,617,189	616,148,483	641,362,969	721,885,172	200,267,983	38.4	80,522,203	12.6
126	Columbus, GA--AL	183,841,381	172,771,815	245,349,953	253,155,187	69,313,806	37.7	7,805,234	3.2
127	Minneapolis--St. Paul, MN--WI	9,003,818,021	8,863,530,759	11,071,821,888	12,383,978,644	3,380,160,623	37.5	1,312,156,756	11.9
128	Flint, MI	958,923,618	1,032,050,028	1,451,712,126	1,318,808,559	359,884,941	37.5	-132,903,567	-9.2
129	Brownsville--Harlingen--San Benito, TX	1,904,365,994	2,113,361,920	2,245,917,188	2,612,576,717	708,210,723	37.2	366,659,529	16.3
130	Macon, GA	160,523,442	173,275,765	197,552,052	220,086,420	59,562,978	37.1	22,534,368	11.4
131	Joplin, MO	52,132,423	44,601,213	50,323,854	71,444,652	19,312,229	37.0	21,120,798	42.0
132	Alexandria, LA	15,789,189	16,932,546	18,691,822	21,630,915	5,841,726	37.0	2,939,093	15.7
133	Sheboygan, WI	207,104,066	244,345,672	258,743,314	283,283,524	76,179,458	36.8	24,540,210	9.5
134	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	11.9

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
135	Naples, FL	\$55,573,932	\$55,984,555	\$75,004,316	\$75,953,612	\$20,379,680	36.7	\$949,296	1.3
136	Springfield, MA	389,756,278	434,774,121	512,080,162	530,285,756	140,529,478	36.1	18,205,594	3.6
137	Racine, WI	365,126,982	403,153,387	335,105,671	493,169,111	128,042,129	35.1	158,063,440	47.2
138	Columbia, MO	42,934,889	50,173,690	51,134,313	57,875,367	14,940,478	34.8	6,741,054	13.2
139	Boston, MA--NH	6,472,471,061	7,095,349,390	7,902,660,426	8,715,803,698	2,243,332,637	34.7	813,143,272	10.3
140	Houston, TX	12,284,565,944	13,388,170,043	16,247,880,035	16,541,462,510	4,256,896,566	34.7	293,582,475	1.8
141	Gary, IN	225,347,242	267,480,658	310,598,859	303,193,457	77,846,215	34.5	-7,405,402	-2.4
142	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
143	Bellingham, WA	206,776,814	210,652,470	253,540,383	275,373,942	68,597,128	33.2	21,833,559	8.6
144	Wilmington--Newark, DE--MD	3,423,784,336	3,720,373,054	4,361,105,684	4,551,095,892	1,127,311,556	32.9	189,990,208	4.4
145	Wichita, KS	1,443,978,238	1,540,557,637	1,727,720,231	1,916,811,573	472,833,335	32.7	189,091,342	10.9
146	St. Louis, MO--IL	3,399,997,362	3,673,337,340	3,997,677,665	4,497,447,213	1,097,449,851	32.3	499,769,548	12.5
147	Philadelphia, PA--NJ	5,869,148,088	6,545,835,785	7,896,893,158	7,727,939,544	1,858,791,456	31.7	-168,953,614	-2.1
148	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,758	183,728,697	31.7	130,948,351	20.7
149	Beaumont--Port Arthur, TX	87,690,448	97,015,393	118,907,224	115,377,673	27,687,225	31.6	-3,529,551	-3.0
150	Pittsburgh, PA	2,989,745,222	3,150,609,651	3,982,169,190	3,933,686,687	943,941,465	31.6	-48,482,503	-1.2
151	Stamford--Norwalk, CT	3,366,568,677	3,452,702,492	4,937,570,553	4,424,293,400	1,057,724,723	31.4	-513,277,153	-10.4
152	Nassau--Suffolk, NY	2,803,215,823	2,866,271,135	3,558,627,404	3,680,169,225	876,953,402	31.3	121,541,821	3.4
153	Orlando, FL	930,363,743	848,511,709	968,815,689	1,218,957,095	288,593,352	31.0	250,141,406	25.8
154	Nashville, TN	1,104,100,985	1,310,492,235	1,412,347,520	1,445,492,486	341,391,501	30.9	33,144,966	2.3
155	Boise City, ID	1,022,745,418	1,289,820,030	1,634,971,533	1,338,529,303	315,783,885	30.9	-296,442,230	-18.1
156	Yakima, WA	135,844,953	147,573,341	168,855,673	176,029,254	40,184,301	29.6	7,173,581	4.2

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96
Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
157	Corpus Christi, TX	\$186,763,368	\$153,571,047	\$162,390,036	\$241,770,221	\$55,006,853	29.5	\$79,380,185	48.9
158	Miami, FL	8,264,303,946	9,266,745,514	10,200,814,784	10,681,235,944	2,416,931,998	29.2	480,421,160	4.7
159	Sharon, PA	44,056,912	40,417,455	60,687,971	56,908,964	12,852,052	29.2	-3,779,007	-6.2
160	Lakeland--Winter Haven, FL	187,019,764	199,172,933	237,674,306	241,524,956	54,505,192	29.1	3,850,650	1.6
161	Lowell, MA--NH	867,466,548	890,090,652	1,079,890,413	1,119,944,606	252,478,058	29.1	40,054,193	3.7
162	Colorado Springs, CO	664,289,154	900,712,044	954,691,572	856,993,710	192,704,556	29.0	-97,697,862	-10.2
163	Mobile, AL	356,694,800	395,275,506	415,827,287	459,850,316	103,155,516	28.9	44,023,029	10.6
164	Kalamazoo--Battle Creek, MI	650,330,732	868,950,604	897,345,300	836,062,385	185,731,653	28.6	-61,282,915	-6.8
165	Columbus, OH	1,167,012,557	1,295,467,590	1,358,161,052	1,497,159,962	330,147,405	28.3	138,998,910	10.2
166	Monmouth--Ocean, NJ	373,365,625	410,212,800	471,772,839	478,195,651	104,830,026	28.1	6,422,812	1.4
167	Middlesex--Somerset--Huntendon, NJ	2,840,560,943	3,035,890,854	3,448,093,348	3,628,085,216	787,524,273	27.7	179,991,868	5.2
168	Salt Lake City--Ogden, UT	1,660,879,322	1,808,673,252	1,838,150,726	2,111,534,068	450,654,746	27.1	273,383,342	14.9
169	Des Moines, IA	337,182,965	348,931,102	378,548,963	426,016,806	88,833,841	26.3	47,467,843	12.5
170	York, PA	751,821,132	952,004,973	973,936,039	945,100,111	193,278,979	25.7	-28,835,928	-3.0
171	Lawrence, MA--NH	822,630,081	806,416,721	841,677,880	1,033,637,404	211,007,323	25.7	191,959,524	22.8
172	Hartford, CT	1,926,096,785	1,967,053,061	2,167,602,843	2,415,985,216	489,888,431	25.4	248,382,373	11.5
173	Chattanooga, TN--GA	218,309,555	237,266,538	301,011,927	273,466,145	55,156,590	25.3	-27,545,782	-9.2
174	West Palm Beach--Boca Raton, FL	764,832,660	834,284,026	897,955,077	955,845,660	191,013,000	25.0	57,890,583	6.4
175	Stockton--Lodi, CA	287,530,164	320,346,532	355,657,574	357,792,099	70,261,935	24.4	2,134,525	0.6
176	Portsmouth--Rochester, NH--ME	464,982,176	470,164,517	553,568,018	574,770,128	109,787,952	23.6	21,202,110	3.8
177	Charlottesville, VA	113,835,932	123,035,393	157,362,242	140,238,461	26,402,529	23.2	-17,123,781	-10.9
178	Cincinnati, OH--KY--IN	3,898,151,122	4,056,505,886	4,256,652,673	4,784,139,630	885,988,508	22.7	527,486,957	12.4

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EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
179	Montgomery, AL	\$157,828,546	\$231,008,786	\$244,100,977	\$192,869,812	\$35,041,266	22.2	-\$51,231,165	-21.0
180	Los Angeles--Long Beach, CA	20,013,560,462	22,224,814,589	24,730,951,600	24,437,944,781	4,424,384,319	22.1	-293,006,819	-1.2
181	Pine Bluff, AR	125,339,370	152,458,519	153,661,930	152,836,774	27,497,404	21.9	-825,156	-0.5
182	Tulsa, OK	1,273,003,720	1,240,953,373	1,485,149,429	1,549,607,614	276,603,894	21.7	64,458,185	4.3
183	Kenosha, WI	126,851,361	117,674,203	133,917,838	154,262,351	27,410,990	21.6	20,344,513	15.2
184	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
185	Evansville--Henderson, IN--KY	448,533,992	487,403,232	525,072,223	545,087,640	96,553,648	21.5	20,015,417	3.8
186	Syracuse, NY	1,374,086,912	1,600,939,522	1,894,294,791	1,665,451,869	291,364,957	21.2	-228,842,922	-12.1
187	Fayetteville, NC	54,326,862	57,909,024	66,594,236	65,411,163	11,084,301	20.4	-1,183,073	-1.8
188	Visalia--Tulare--Porterville, CA	119,558,653	107,684,069	120,628,108	143,732,226	24,173,573	20.2	23,104,118	19.2
189	Trenton, NJ	223,768,152	237,501,682	392,472,201	267,846,893	44,078,741	19.7	-124,625,308	-31.8
190	Lincoln, NE	188,537,132	207,173,028	208,814,167	225,253,497	36,716,365	19.5	16,439,330	7.9
191	Kokomo, IN	1,727,479,804	1,858,412,518	1,648,872,292	2,056,420,227	328,940,423	19.0	407,547,935	24.7
192	Baltimore, MD	1,783,406,722	1,868,967,765	2,209,167,884	2,110,417,170	327,010,448	18.3	-98,750,714	-4.5
193	Waterbury, CT	187,546,346	179,607,116	207,604,200	221,590,398	34,044,052	18.2	13,986,198	6.7
194	Youngstown--Warren, OH	189,252,547	185,274,524	225,931,777	223,130,048	33,877,501	17.9	-2,801,729	-1.2
195	Yuba City, CA	62,846,552	61,460,656	70,525,176	73,968,565	11,122,013	17.7	3,443,389	4.9
196	Newark, NJ	4,287,435,484	5,205,487,112	5,640,023,616	5,044,167,286	756,731,802	17.6	-595,856,330	-10.6
197	Birmingham, AL	533,867,447	453,848,201	550,542,807	625,776,105	91,908,658	17.2	75,233,298	13.7
198	New Bedford, MA	141,561,056	154,502,826	186,769,682	165,766,797	24,205,741	17.1	-21,002,885	-11.2
199	Allentown--Bethlehem--Easton, PA	1,273,864,662	1,371,116,128	1,492,805,120	1,477,242,953	203,378,291	16.0	-15,562,167	-1.0
200	Jersey City, NJ	986,218,379	1,351,240,038	1,159,861,493	1,140,757,309	154,538,930	15.7	-19,104,184	-1.6

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Ranked by 1993-96 Percentage Changes

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		1993	1994	1995	1996	\$	%	\$	%
201	Johnson City--Kingsport--Bristol, TN--VA	\$1,356,660,383	\$1,580,777,613	\$1,677,496,932	\$1,566,531,562	\$209,871,179	15.3	-\$110,965,370	-6.6
202	New London--Norwich, CT--RI	136,538,289	141,454,049	178,198,469	157,456,952	20,918,663	15.3	-20,741,517	-11.6
203	Appleton--Oshkosh--Neenah, WI	529,528,092	507,733,459	593,726,456	608,520,939	78,992,847	14.9	14,794,483	2.5
204	Bergen--Passaic, NJ	3,924,948,374	4,387,000,116	4,784,006,411	4,499,878,508	574,930,134	14.6	-284,127,903	-5.9
205	Salinas, CA	294,511,763	321,950,186	359,860,179	337,623,362	43,111,599	14.6	-22,236,817	-6.2
206	Cedar Rapids, IA	342,381,810	363,795,140	402,216,473	391,100,051	48,718,241	14.2	-11,116,422	-2.8
207	Providence--Fall River--Warwick, RI--MA	1,141,672,997	1,246,010,092	1,241,013,577	1,296,244,192	154,571,195	13.5	55,230,615	4.5
208	Mansfield, OH	367,635,806	349,887,597	394,923,680	412,977,971	45,342,165	12.3	18,054,291	4.6
209	Washington, DC--MD--VA--WV	7,250,600,413	7,969,302,661	8,350,434,637	8,083,517,016	832,916,603	11.5	-266,917,621	-3.2
210	Biloxi--Gulfport--Pascagoula, MS	108,136,162	281,603,418	281,039,517	119,916,297	11,780,135	10.9	-161,123,220	-57.3
211	Eau Claire, WI	289,715,835	465,707,890	399,923,268	320,595,844	30,880,009	10.7	-79,327,424	-19.8
212	Chico--Paradise, CA	71,040,934	77,167,326	70,136,604	78,132,866	7,091,932	10.0	7,996,262	11.4
213	Lawrence, KS	5,238,501	6,243,631	4,081,278	5,737,754	499,253	9.5	1,656,476	40.6
214	Lansing--East Lansing, MI	185,665,447	208,627,069	224,039,124	202,208,820	16,543,373	8.9	-21,830,304	-9.7
215	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
216	Topeka, KS	121,125,965	125,199,049	133,010,613	130,152,989	9,027,024	7.5	-2,857,624	-2.1
217	Eugene--Springfield, OR	157,945,724	173,094,239	190,327,845	168,901,955	10,956,231	6.9	-21,425,890	-11.3
218	Tacoma, WA	1,115,321,445	774,869,018	1,098,921,428	1,179,693,490	64,372,045	5.8	80,772,062	7.4
219	Little Rock--North Little Rock, AR	200,140,443	218,993,515	193,608,620	210,392,349	10,251,906	5.1	16,783,729	8.7
220	McAllen--Edinburg--Mission, TX	1,510,194,856	1,826,431,295	1,617,130,723	1,579,743,309	69,548,453	4.6	-37,387,414	-2.3
221	Savannah, GA	442,485,257	423,262,228	567,520,855	459,391,636	16,906,379	3.8	-108,129,219	-19.1
222	Richland--Kennewick--Pasco, WA	220,336,299	271,566,682	146,593,593	228,095,357	7,759,058	3.5	81,501,764	55.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
223	Erie, PA	\$311,583,551	\$285,447,671	\$490,769,564	\$321,857,103	\$10,273,552	3.3	-\$168,912,461	-34.4
224	Fresno, CA	673,105,211	763,407,316	714,388,494	691,807,510	18,702,299	2.8	-22,580,984	-3.2
225	Asheville, NC	232,281,062	228,597,097	185,185,417	236,684,245	4,403,183	1.9	51,498,828	27.8
226	Oklahoma City, OK	478,853,383	488,563,315	485,802,939	483,903,128	5,049,745	1.1	-1,899,811	-0.4
227	Nashua, NH	290,190,543	235,398,399	282,231,639	291,331,113	1,140,570	0.4	9,099,474	3.2
228	Charleston--North Charleston, SC	597,253,189	388,467,350	501,582,266	595,060,549	-2,192,640	-0.4	93,478,283	18.6
229	Houma, LA	58,293,859	53,768,325	60,043,046	57,997,801	-296,058	-0.5	-2,045,245	-3.4
230	New York, NY	28,192,821,918	23,543,749,240	27,131,083,725	27,970,506,919	-222,314,999	-0.8	839,423,194	3.1
231	Baton Rouge, LA	564,618,024	457,982,011	569,620,124	552,851,725	-11,766,299	-2.1	-16,768,399	-2.9
232	New Haven--Meriden, CT	1,035,550,576	1,075,478,242	1,106,348,547	1,012,436,505	-23,114,071	-2.2	-93,912,042	-8.5
233	Sarasota--Bradenton, FL	186,880,624	187,363,643	182,764,975	180,242,798	-6,637,826	-3.6	-2,522,177	-1.4
234	Portland, ME	355,190,640	319,515,535	373,121,011	339,151,601	-16,039,039	-4.5	-33,969,410	-9.1
235	Pensacola, FL	38,763,014	34,047,544	32,206,869	36,836,435	-1,926,579	-5.0	4,629,566	14.4
236	Benton Harbor, MI	338,674,082	368,813,560	369,319,450	317,239,307	-21,434,775	-6.3	-52,080,143	-14.1
237	San Francisco, CA	9,264,898,879	9,303,816,205	8,133,685,302	8,560,406,805	-704,492,074	-7.6	426,721,503	5.2
238	Seattle--Bellevue--Everett, WA	23,815,648,729	21,752,981,626	17,815,387,834	21,391,133,295	-2,424,515,434	-10.2	3,575,745,461	20.1
239	Dayton--Springfield, OH	2,479,866,622	2,671,308,908	2,404,843,615	2,201,505,400	-278,361,222	-11.2	-203,338,215	-8.5
240	Elkhart--Goshen, IN	419,879,457	460,350,316	501,534,285	367,464,878	-52,414,579	-12.5	-134,069,407	-26.7
241	Lake Charles, LA	56,088,346	55,910,699	64,559,699	48,199,497	-7,888,849	-14.1	-16,360,202	-25.3
242	Laredo, TX	4,061,824,179	4,157,377,819	2,897,821,799	3,440,672,848	-621,151,331	-15.3	542,851,049	18.7
243	Florence, AL	29,805,559	25,747,647	29,536,657	25,245,146	-4,560,413	-15.3	-4,291,511	-14.5
244	Anchorage, AK	128,778,773	198,191,709	150,417,105	108,977,114	-19,801,659	-15.4	-41,439,991	-27.6

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

EXPORT SALES OF U.S. METROPOLITAN AREAS, 1993-96

Ranked by 1993-96 Percentage Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
245	Cumberland, MD--WV	\$54,899,071	\$64,260,954	\$53,813,253	\$45,917,310	-\$8,981,761	-16.4	-\$7,895,943	-14.7
246	Daytona Beach, FL	140,472,143	110,299,169	85,854,725	111,657,267	-28,814,876	-20.5	25,802,542	30.1
247	Parkersburg--Marietta, WV--OH	298,770,507	313,640,061	186,564,081	211,945,118	-86,825,389	-29.1	25,381,037	13.6
248	Lima, OH	294,120,243	166,192,408	225,999,625	207,329,529	-86,790,714	-29.5	-18,670,096	-8.3
249	Bridgeport, CT	1,125,870,184	918,846,699	952,929,366	788,587,160	-337,283,024	-30.0	-164,342,206	-17.2
250	Worcester, MA--CT	1,017,882,516	603,792,520	757,553,224	685,676,465	-332,206,051	-32.6	-71,876,759	-9.5
251	Ann Arbor, MI	2,218,082,828	2,075,768,978	1,157,910,245	1,311,133,806	-906,949,022	-40.9	153,223,561	13.2
252	Danville, VA	172,993,844	202,726,598	155,744,244	89,126,788	-83,867,056	-48.5	-66,617,456	-42.8
253	Newburgh, NY--PA	382,276,236	152,834,872	148,873,899	153,254,084	-229,022,152	-59.9	4,380,185	2.9
--	Las Vegas, NV--AZ	166,604,475	144,836,836	NA*	NA*	--	--	--	--
--	Dutchess County, NY	796,549,566	980,569,435	NA*	NA*	--	--	--	--
--	Brazoria, TX	1,475,063,152	1,760,999,069	NA*	NA*	--	--	--	--
Metro Sample Subtotal		\$372,364,446,957	\$415,158,980,050	\$467,658,417,296	\$494,486,601,470	\$122,122,154,513	32.8	\$26,828,184,174	5.7
Other Metropolitan Areas		\$17,525,318,481	\$21,238,229,007	\$30,744,923,413	\$30,793,258,279	\$13,267,939,798	75.7	\$48,334,866	0.2
Non-Metropolitan Areas		\$25,932,850,636	\$29,367,119,815	\$34,188,840,211	\$36,891,974,150	\$10,959,123,514	42.3	\$2,703,133,939	7.9
Crossovers		\$10,146,130,349	\$11,085,648,282	\$13,376,085,543	\$16,339,329,190	\$6,193,198,841	61.0	\$2,963,243,647	22.2
Unknown		\$38,889,607,551	\$35,565,632,057	\$37,062,258,026	\$44,315,899,860	\$5,426,292,309	14.0	\$7,253,641,834	19.6
Total U.S. Merchandise Exports		\$464,858,353,974	\$512,415,609,211	\$583,030,524,489	\$622,827,062,949	\$157,968,708,975	34.0	\$39,796,538,460	6.8

* NA = Data suppressed by the Census Bureau in accordance with Federal disclosure regulations

Source: U.S. Census Bureau, Exporter Location Series

Prepared by: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce

APPENDICES

APPENDIX 1

State Merchandise Exports to the World: 1987, 1991-96

(Thousand \$; Census Basis)

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

Note: U.S. totals exclude timing adjustment and Canada adjustment. All figures based on initial, unrevised data.

Source: U.S. Census Bureau, Exporter Location Series.

Prepared by: International Trade Administration, U.S. Department of Commerce.

APPENDIX 2

Guide to State and Substate Export Data

Overview of Subnational Export Data

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

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

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

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

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

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

- The EL series tracks the sales origin of exports and is best suited for export promotion purposes, where the objective is to identify concentrations of international marketing activity.
- The OM series is designed to measure the transportation origin of exports—i.e., the state from which an export product began its journey to the port of exit. The OM series is best suited for the planning of transportation facilities and the marketing of transportation services.

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

- Neither series provides a complete and accurate representation of the production origin of U.S. export merchandise. This is true for most non-manufactured exports and for about one-fourth of manufactured exports. (The remaining three-fourths of U.S. manufactured exports are generated by manufacturers who do their own exporting. For these shipments the production origin, sales origin, and transportation origin are generally the same.)
- EL and OM statistics are available for merchandise only. No subnational data currently exist on exports of services.
- Subnational import figures do not exist on either an EL or OM basis. The Census Bureau only compiles subnational import data on a customs district basis, which essentially measures port activity and is not comparable with the data being discussed here.

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

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

Exporter Location Series: Tool for Export Promotion

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

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

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

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

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

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

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

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

One reason for geographic convergence of marketing and production functions is that many exporters are small, single-establishment operations where everything—manufacturing, marketing,

distribution, servicing--is housed under one roof. The 1987 Exporter Data Base found that 83 percent of all U.S. exporters (86,872 out of 104,564 companies) were single-unit firms that employed fewer than 500 people. Such firms were responsible for somewhat under 30 percent of total U.S. exports.

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

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

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

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

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

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

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

Origin of Movement Series: Tool for Transportation Planning

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

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

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

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

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

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

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

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

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

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

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

The result is significant inconsistencies in the state-level, origin-of-movement allocation of exports sold by intermediaries. The primary impact is on the state distribution of

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

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

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

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

U.S. DEPARTMENT OF LABOR
OFFICE OF THE SOLICITOR
WASHINGTON, D.C. 20210



September 8, 1997

NOTE FOR LEE SATTERFIELD

FROM: DAVITT McATEER

A handwritten signature in dark ink, appearing to read "Davitt McATEER", is written over the printed name.

SUBJECT: Labor Law and Employer Threats to Move Plants Outside the U.S.

You had asked me for information concerning the legality of employer threats to close and move plants.

The law can be summarized this way:

- o Under certain circumstances, the National Labor Relations Act (NLRA) makes it an unfair labor practice for an employer to close a plant or to threaten to do so. (Note that the NLRA is enforced by the National Labor Relations Board, not the Department of Labor.)
- o A plant closing is unlawful if it is motivated by anti-union considerations, as opposed to legitimate economic motives. For example, an employer may not move a plant to Mexico to avoid dealing with a labor union. In such a case, the NLRB may order the employer to reopen the plant.
- o While threats to close a plant are unlawful because they interfere with workers' rights to organize and bargain collectively under the NLRA, an employer may express his opinion about plant closings. The NLRA specifically protects employers' free speech rights.
- o Distinguishing between a threat and an opinion--including a lawful prophecy that the employer may close the plant--can be difficult. Each case depends on its facts. Exactly what the employer says, and the context of his statement, makes all the difference.
- o If an unlawful threat is made during an union organizing drive or representation election, the NLRB may order a new election.

As you probably know, in June 1997, the Secretariat of the Commission for Labor Cooperation, an international organization created under NAFTA by the U.S., Canada, and Mexico, issued a report on plant closings and labor rights: "The Effects of Sudden Plant Closings on Freedom of Association and the Right to Organize in Canada, Mexico, and the United States." (In advance of the report's release, Andrew Samet submitted briefing material to the Secretary, summarizing the report and the Department's suggested position. I assume you have access to this material.)

The Labor Secretariat's report addressed a number of issues, including the enforcement of U.S. labor law involving plant closings and threats of plant closings. I have attached an excerpt from the report, which fairly summarizes the law in this area.

The report observed that "plant closings and threats of plant closings can have adverse affects on workers' freedom of association and right to organize in the [NAFTA] countries." With respect to the enforcement of U.S. labor law, the Labor Secretariat reached a mixed conclusion:

In the United States, labor law authorities effectively enforce the law with respect to determining violations and ordering remedies, including orders to reopen closed facilities and rehire affected workers. The General Counsel and the regional directors of the National Labor Relations Board (NLRB) actively prosecute plant closing and threat cases with a high level of success before the NLRB and the courts. However, while NLRB enforcement is effective in the cases it takes to a conclusion, many instances of plant closings or threats of closing that continue to occur never reach the stage of a final decision. Taking such cases to a litigated conclusion involves a lengthy, multi-stage process subject to numerous appeals that is often foregone by potential complainants.

Report, p. 105 (emphasis added).

Three points might be made on this topic:

- (1) Current law can and does protect workers against threats of plant closings.
- (2) As the NAFTA Labor Secretariat found, the National Labor Relations Board enforces the law effectively.
- (3) The Administration strongly supports the NLRB's efforts in this area. We are committed to getting the Board the resources it needs for effective enforcement.

Part One: Legal Frameworks

PART ONE: LEGAL FRAMEWORKS¹⁴**UNITED STATES**

The U.S. legal framework regarding the effects of plant closings on freedom of association and the right of workers to organize encompasses two central issues in labor law jurisprudence: (1) motivation for a closing, and (2) the difference between a lawful expression of any views, argument, or opinion, and an unlawful threat of reprisal.

The key issue in a plant closing except where an employer goes completely out of business (see (1) below) is whether the closing is motivated by anti-union considerations, often called "anti-union animus" in legal proceedings, or by unbiased economic considerations. An anti-union plant closing is unlawful and may be remedied by an order to reopen the facility and rehire the workers. An economic closing is lawful, although there may be related legal obligations such as advance notice requirements, accrued benefits, health insurance continuation, or contractually required severance pay.

In threat cases in which an employer makes statements on the possibility of the plant closing if workers unionize, the issue is whether such statements amount to a threat of reprisal against workers' organizing efforts, or are simply an expression of views, argument, or opinion that do not contain a threat of reprisal. A threat of reprisal is an unfair labor practice, whereas expressions of any views, argument, or opinion are allowed under the law.

Decisions of the NLRB and federal courts have established the following basic principles in cases involving plant closings or threats of plant closing in connection with workers' organizing efforts:

1) An employer may not close a plant to avoid dealing with a union, to retaliate against workers for forming a union, or to discourage union organizing at another facility of the employer. Such an unfair labor practice may be remedied by an order to reopen the plant and rehire the employees. However, an employer may

¹⁴ The legal frameworks presented here cover general private sector labor law. Each country has special constitutional or statutory regimes for public sector employment in federal, state or provincial, and subordinate jurisdictions. The countries also have special legislation for certain private sector industries or occupations. These specialized legal systems are not treated here.

Plant Closings and Labor Rights

lawfully decide to go completely out of business and cease operating altogether, even for an anti-union motivation.¹⁵

- 2) An employer may close a plant for legitimate economic considerations if the closing is not motivated by anti-union considerations.
- 3) An employer may not threaten to close a plant in reprisal for union activity.
- 4) An employer may express any views, argument, or opinion about plant closings or other possible consequences of unionization, as long as such expression contains no threat of reprisal or force or promise of benefit.

The cases that arise in U.S. labor law posing issues of plant closings or threats of plant closing in connection with workers' right to organize are among the most difficult and complex in labor jurisprudence. There is no "rule" for such cases, because proving motivation (anti-union versus economic), or proving whether certain statements amount to an unlawful threat or a lawful "expression of views, argument, or opinion," is always a matter of interpretation of the evidence.

Each case depends on a unique set of facts and circumstances that are brought out in a trial before an Administrative Law Judge (ALJ) of the NLRB. The judge's decision may then be appealed to the NLRB in Washington, D.C., and the Board's decision may be appealed to one of 12 federal circuit courts of appeal, whose own decisions may be appealed to the U.S. Supreme Court.

Elements of the U.S. Legal Framework

Common Law Rights of Ownership

As a general principle, the common law places no restrictions on an owner's power to dispose of means of production through sale, lease, transfer, relocation, shutdown or other form of alienability because of such a transaction's effects on workers. Until passage of the National Labor Relations Act of 1935 (NLRA or "Wagner Act," after the name of its author in the U.S. Senate) and its upholding by the U.S. Supreme Court in 1937, U.S. employers enjoyed unfettered power to close a plant in response to unionization drives by their employees, or to threaten plant closings if their employees chose union representation.

Notwithstanding this, much of U.S. heavy industry was unionized in the 1930's and 1940's through mass organizing drives and "sit down" strikes. An actual closing was not so easy at large-scale industrial plants representing huge investments, which

¹⁵ See *Textile Workers Union v. Darlington Mfg. Co.*, 380 U.S. 263 (1965).

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characterized the period of the early 20th century. Many of these plants in the steel, auto, electrical, rubber, aircraft and other mass production industries were relatively new, vertically integrated and highly productive, so employers could not easily "walk away" from them, or credibly threaten to close them, if workers unionized.¹⁶

The NLRA

The NLRA changed the law regarding plant closings and threats of plant closing related to workers' organizing efforts. The Wagner Act affirmed workers' freedom of association, defined certain anti-union conduct as an "unfair labor practice" and prohibited such conduct.

Section 7 of the NLRA extended to most private sector employees "the right to self-organization, to form, join or assist labor organizations, to bargain collectively through representatives of their own choosing, and to engage in other concerted activities for the purpose of collective bargaining or other mutual aid or protection."

The Wagner Act also created a means to protect these rights by defining unfair labor practices in Sections 8(a)(1) and 8(a)(3) of the NLRA. An unfair labor practice violates the law and is subject to the remedies provided by the Act.

An anti-union plant closing, or a threat to close a plant in reprisal for workers' organizing activity, violates Section 8(a)(1) of the NLRA, which makes it an unfair labor practice to "interfere with, restrain or coerce employees in the exercise of the rights guaranteed in Section 7." The Act empowers the NLRB to issue "cease-and-desist" orders and other remedial steps to prevent 8(a)(1) violations.

Closing a plant in retaliation for union activity also violates Section 8(a)(3) of the Act, which defines the unfair labor practice of "discrimination in regard to hire or tenure of employment to encourage or discourage membership in any labor organization."

The Act provides for reinstatement and back pay (or other "make-whole" remedies) for workers who are discharged or otherwise discriminated against for such activity. For workers affected by a plant closing, the remedy may include an

¹⁶ Recall that in the case that gave rise to submission no. 9501 OAN/Mex and the Ministerial Consultations that prompted this Report, the workplace was a telemarketing facility consisting essentially of offices, cubicles and telephone lines and phones. The work was shifted to another U.S. city after the closing of the facility. For another example of capital mobility in the new global economy, see Mike Mills, "With Click of a Mouse, White-Collar Jobs Go Overseas," *The Washington Post*, September 17, 1996, at A1.

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order to reopen the plant and reemploy the workers. The Act also empowers the Labor Board to set aside an election and order a new election if plant closing threats destroyed "laboratory conditions" for employee free choice of representation, whether or not an unfair labor practice charge is filed.

The Employer Free Speech Clause of the Taft-Hartley Act

While the Wagner Act of 1935 has been described as "Labor's Magna Carta," the 1947 Labor Management Relations Act (LMRA or "Taft-Hartley Act," after its legislative sponsors) reflected management interests. Opposed by U.S. unions as an anti-labor law while supported by management as a restoration of balance in the law, the LMRA added a new clause, Section 8(c), known as the "employer free speech" provision. It states that:

"The expressing of any views, argument, or opinion, or the dissemination thereof, whether in written, printed, graphic or visual form, shall not constitute or be evidence of an unfair labor practice under any of the provisions of this Act, if such expression contains no threat of reprisal or force or promise of benefit."

Section 8(c) codified a trend in court rulings that established the employer's right to communicate its views on unionization to employees. In the decades since then, the NLRB and the courts have introduced complicated and often shifting rules about how strongly, directly, or aggressively employers may speak out against unionization, including through such devices as "captive audience meetings" where workers are required to hear management speeches against union organization. Under these rules, employers are allowed to discuss with employees the possible consequences of unionization, including plant closings, as long as the employer's statements do not contain a "threat of reprisal or force or promise of benefit."

Critics have long argued that management's ability to discuss plant closings, however apparently neutral the discussion may be, inherently amounts to a threat of reprisal given the employer's acknowledged power to close a facility. Defenders of 8(c) argue that management cannot be denied its free speech rights to convey its opposition to unionization and to objectively discuss issues, including plant closings, as long as the discussion does not amount to a threat. Since this is a matter of interpretation of management statements, the NLRB and the courts closely scrutinize such statements in the overall context of company actions in an organizing campaign. The result is that the Board or the courts might find the same words permissible in one case and an unlawful threat in another case. Each case rises and falls on its own unique facts and circumstances as to whether employer statements stop short of a threat, or cross the line and become a threat.

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Significantly, the Taft-Hartley Act did not diminish Section 7 rights or change the Wagner Act's definitions of unfair labor practices by employers. Sections 8(a)(1) and (3) of the Act remained intact. The statute preserved the unlawfulness of threats to close a plant to discourage union activity, and of the actual closing of a plant in reprisal for union activity.

Plant Closings: The *Wright Line* Test

In plant closing cases the issue of motivation is paramount. Did the employer close for legitimate economic reasons or for unlawful anti-union reasons? This issue is even more difficult in "mixed motive" cases where both considerations are present.

The NLRB and the courts apply the same test to plant closing cases as they apply to unfair labor practice cases alleging the discriminatory discharge of an individual employee for attempting to form a union. The employer usually responds that the employee was terminated for legitimate reasons such as absenteeism, misconduct, poor performance and so on. Such cases can be either a "pretext" case, alleging that the employer's excuse is completely false and fabricated, or a "mixed motive" case, where there is some evidence of employee wrongdoing as well as evidence of anti-union motivation.

The test for such cases was elaborated in the NLRB's *Wright Line* decision¹⁷. Under this ruling, the NLRB General Counsel first has the burden of proving that the employee's union activity was a motivating factor in the employer's action. If the General Counsel establishes a case of apparent anti-union motivation, the burden of proof shifts to the employer to demonstrate that the discharge was for legitimate, job-related causes. If the employer fails to prove any legitimate cause, it is a pretext case, and the employee is reinstated regardless of the degree of unlawful anti-union motivation. If the employer succeeds in proving some level of legitimate, business-related motivation, it is a mixed motive case. The employer must prove that the employee would have been terminated even in the absence of an anti-union motivation.

Plant closing cases usually pose the issue even more starkly. An employer can nearly always present some legitimate business reason for closing a plant, which is a much weightier action than discharging an individual employee. Thus, these cases usually present the mixed motive posture. The General Counsel first has the burden of showing that anti-union motivation is an element in the decision to close. Evidence could include such matters as the timing of the closing in relation to the union organizing effort, or statements by managers and supervisors suggesting that

¹⁷*Wright Line*, A Div. Of *Wright Line, Inc.*, 251 N.L.R.B. 1083(1980), *aff'd*, 662 F.2d 899 (1st Cir. 1981), *cert. denied*, 455 U.S. 989 (1982).

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the closing is related to the unionization. The burden then shifts to the employer to show that the decision to close would have been made anyway, and to provide evidence of business, accounting, marketing or other economic considerations motivating the decision.

Threats of Plant Closing: The Gissel Balancing Test

In the landmark *Gissel* case,¹⁸ the U.S. Supreme Court established the standards for balancing an employer's right to express any views, argument, or opinion on plant closings with the employees' right to organize. The court stated that balancing those rights "must take into account the economic dependence of the employees on their employers" and the "necessary tendency" of employees to perceive implied threats in statements "that might be more readily dismissed by a more disinterested ear."

An employer may make a prediction as to the precise effect he believes unionization will have, but such a prediction must be carefully phrased on the basis of objective fact involving demonstrably probable consequences beyond his control. If there is any implication that the employer may take action for reasons unrelated to economic necessity, the statement is an unlawful threat.

Remedies

The NLRB normally views an order to reopen the plant and rehire the workers as the proper remedy for an anti-union plant closing, unless the employer can demonstrate that reopening would endanger its continued viability. In this case remedies are usually limited to back pay. The Board may order the employer to offer employment to affected workers at other facilities of the employer, and to pay workers' moving costs to a new location. It should be recalled, however, that such remedies apply only when the employer relocates work or maintains operations elsewhere. Under the *Darlington* doctrine there is no remedy when an employer goes entirely out of business for anti-union motivations.

NLRB decisions are routinely appealed to the federal courts. While generally the courts maintain a doctrine of "deference" to the Board's specialized expertise in labor relations matters, federal courts may reverse or modify Board decisions. In plant closing cases, some federal courts make the test one of "undue burden" on the employer rather than the viability of the enterprise. Under this standard, NLRB orders to reopen a plant are sometimes overturned by the federal court reviewing the Board's decision.

¹⁸ NLRB v. *Gissel Packing Co.*, 395 U.S. 575 (1969)

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The remedy for plant closing threats is different from the remedy for a closing. The normal remedy for plant closing threats is a "cease-and-desist" order. The NLRB orders the employer (1) to cease and desist from threatening to close the plant, and (2) to repudiate the earlier threats by posting a notice at the workplace promising not to repeat the threat. In some cases the Board orders the employer to repudiate the threat in the same manner that the threat was made – in a letter to employees' homes, for example, or in a meeting with employees.

Critics argue that the mere posting of a notice or other promise not to repeat the threat is an empty remedy. They maintain that the effect of the threat remains, despite the employer's new statements to the contrary as ordered by the NLRB, because of the employer's inherent power to carry out the threat. This argument is not accepted in U.S. labor law jurisprudence. However, U.S. law does provide that in extraordinary cases where plant closing threats are part of a pattern of massive unfair labor practices that destroy a union's majority support and make a fair election impossible, the NLRB is empowered to issue an order to the employer to recognize and bargain with the union without an election, or even if the union lost the election. This is also based on the *Gissel* ruling of the U.S. Supreme Court.

Plant Closings and Threats at an Already-Unionized Plant

The discussion up to now has focused on the effects of plant closings or threats of plant closing on workers attempting to form a new union. Another line of labor jurisprudence involves cases affecting workers who have already formed a union and established a bargaining relationship with the employer through one or more collective bargaining agreements.¹⁹

The same basic issues of anti-union motivation versus economic justification, and prediction versus threat of reprisal, arise in cases where already-unionized plants are closed or where threats of plant closing are made in the course of collective bargaining. Normally in such cases, however, closings or threats are seen as reflecting an employer's desire to achieve cost reductions. A viable unfair labor practice case lies only if the employer demonstrates, by some action susceptible to proof, an anti-union motivation or a desire to discourage union organizing at other facilities.

¹⁹Because of the limits of this study and its focus on the effects of plant closings on workers' right to organize, as distinct from the right to collective bargaining, the issue of the employer's duty to bargain with the union over a decision to close the plant (as opposed to the effects of the decision to close), and the distinction between mandatory and permissive subjects of bargaining (a distinction that does not exist in Canadian or Mexican labor law), are not discussed here. See *First National Maintenance Corp. v. NLRB*, 452 U.S. 666 (1981).

Plant Closings and Labor Rights

Employers normally have available managers, planners, consultants, and accountants who can provide documentary evidence of the claimed business justification. Workers and unions can only claim to "know" that the closing or the threat is motivated by anti-unionism, while having great difficulty proving it.

This poses the central, unresolved problem of plant closings and their effects on workers' right to organize under U.S. labor law: how can the right be sufficiently protected when the law subordinates it to a plausible economic motive for closing? Since union organization and collective bargaining are normally seen by managers as imposing additional costs, there is almost always in management's view an element of economic rationality or business justification in avoiding or eliminating a union.²⁰ This rationale applies equally to a closing where a new union organizing campaign is under way, where a union has won bargaining rights and is seeking a first contract, or to the closing of an already-unionized plant.

²⁰ See, for example, Roger W. Schmenner, *Making Business Location Decisions* (1982), a study that equated "favorable labor climate" with non-union status, and concluded that "[a] new workforce that is nearly impossible to organize is perhaps the most prized side benefit of a new plant site, and it is the controlling consideration for many companies." (at 37, 156-157); Thomas a. Kochan et. al., *The Transformation of American Industrial Relations* (1986), discussing union avoidance as a factor in U.S. corporate investment and plant closing decisions (at 66-76).

*Legal Frameworks***Unfair Labor Practice Proceedings Under U.S. Law****1. Investigation of the Charge**

Acting under the authority of the General Counsel, the NLRB Regional Director first conducts an investigation of the unfair labor practice charge. The investigation includes taking sworn statements. It also allows opportunity for union or employer counsel to submit position papers and to argue on behalf of their client for the issuance of a complaint or dismissal of the charge.

2. Complaint or Dismissal

The Regional Director issues a complaint upon a finding that the charge is "meritorious" — that is, if the findings of a preliminary investigation support the facts alleged in the charge, and the facts alleged, if true, would constitute an unfair labor practice. If not, the charge is dismissed. No appeal is allowed to the NLRB or to the courts of a decision by the General Counsel to dismiss an unfair labor practice charge.

3. ALJ Hearing

If the parties do not settle a complaint, the case goes forward to a trial of the facts before an ALJ. The ALJ hears the examination and cross-examination of witnesses, and rules on the admissibility of evidence and testimony. The General Counsel (that is, an NLRB staff attorney representing the General Counsel) prosecutes a case before the ALJ, with assistance of counsel for the charging party. The ALJs evaluate witnesses' credibility, examine documents and other exhibits for their probative weight, and make findings of fact and findings of law. They issue a written decision in the case determining whether the charged party has committed an unfair labor practice, and explaining the reasons for such a determination. (See Table 1 for statistics on NLRB unfair labor practice proceedings through these stages 1990-1995).

4. Appeal to the NLRB

ALJ decisions may be appealed to the NLRB for a review of the record in the case, which includes the transcript of the trial before the ALJ and all documentary evidence. The Board can affirm or reverse, in whole or in part, the ALJ decision. In complex or novel cases, the NLRB might hear oral arguments by parties to the case. The Board issues a written decision in the case either adopting the ALJ decision without further comment, or offering its own reasoning for deciding how to treat the case. In contrast to Canadian and Mexican law, U.S. NLRB decisions are

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not self-enforcing. A party may refuse to abide by the Board's ruling, forcing the NLRB to initiate new legal proceedings to have its order enforced by the courts.

5. Appeal to the Federal Courts

The NLRB's decision may then be appealed to a federal court of appeals in one of 12 judicial circuits, divided geographically among several states. The courts of appeals maintain a general policy of deference to the administrative expertise of the NLRB, but at the same time the courts will consider the substance of a case and may overrule the Board on the merits. Some circuit courts are more deferential to the NLRB; others are more forceful in reviewing the substance of Board decisions and overturning them when the court disagrees.

Decisions by the federal circuit courts of appeals may be appealed to the U.S. Supreme Court. Only a small percentage of cases are accepted for review by the Supreme Court. As a result, despite the general rule of uniform federal law governing labor relations in the U.S., conflicting doctrines on certain aspects of the law may prevail in different judicial circuits.

ASSISTING TRADE-RELATED DISPLACED WORKERS: POLICY OPTIONS

I. Possible Administrative Actions to Improve Implementation and Delivery of Adjustment Assistance Services [cost estimates to be developed]

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| Outreach and Early Intervention | <p>Improve public awareness of and access to TAA, NAFTA-TAA, and JTPA Title III services available to workers directly or indirectly affected by imports.</p> <ul style="list-style-type: none"> o Develop public information campaign. o Implement targeted approach to identify and advise workers in firms indirectly affected by NAFTA about their rights to petition for benefits under JTPA Title III (1-a & b). o Develop guidelines for both TAA and NAFTA-TAA state outreach efforts and oversee their implementation (2-a). o Issue policy guidelines that encourage provision of rapid response assistance for all substantial layoffs and closures, prior to any notice that the event is trade-related (3-a). o Issue policy guidelines that encourage NAFTA-TAA, TAA, and JTPA Title III collaboration on worker adjustment committees and in planning the delivery of comprehensive services to trade-related dislocated workers who are entitled to benefits under TAA or NAFTA-TAA (3-b). |
| Program Administration | <p>Improve the timeliness and effectiveness of program services.</p> <ul style="list-style-type: none"> o Develop and implement outcome-based performance measures for workers who received TAA or NAFTA-TAA benefits and services (2-b). o Develop guidelines which further restrict granting of waivers from the training requirement under TAA and monitor to ensure compliance by the states (2-c.1). o Shorten the determination period on a TAA petition from 60 to 40 days (2-c2/ 6-2b.1) |
| Coverage | <p>Extend JTPA Title III services to workers employed by suppliers of products to or downstream processors for firms whose workers have been certified eligible for TAA [may require Statement of Administrative Action] (6-2e.1/6-2e.2).</p> |

II. Possible Legislative Actions to Reauthorize or Modify Programs [cost estimates to be developed]

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|-----------------------|---|
| TAA, NAFTA-TAA | <ul style="list-style-type: none"> o Seek a simple 4-year extension of both the TAA and NAFTA-TAA programs (6-1). o Add shift in production to any country to the current TAA criteria for worker certification; or delete shift in production to Mexico or Canada from NAFTA-TAA criteria (6-2a.1 /6-2a.2). o Eliminate TAA waiver (from training requirement) authority (6-2c). o Require early enrollment in training as a condition for income support under TAA (6-2d). o Seek a base annual amount for adjustment assistance and a larger contingency amount whose disbursal would be triggered by a Secretary of Labor's finding that a needs test was met (OMB-1). |
|-----------------------|---|

- Pell Grants**
 - o Require prospective income accounting for all individuals with a documented severe income loss; *or* use prospective income for trade-related dislocated workers (OMB-2).
 - o Make Pell grants available for non-degree or certificate programs, and for individuals who already hold a bachelor's degree who need additional coursework (OMB-5).

- WARN Law**
 - To improve compliance and coverage to achieve early intervention
 - o Amend WARN to provide the Secretary of Labor with enforcement authority, modeled on the Fair Labor Standards Act (5-1).
 - o Amend WARN's statutory thresholds on the proportion and absolute number of workers affected by a layoff (5-2).

III. Coordinated Community-Based Approach to Trade-Affected Areas [Possible Administrative and Legislative Actions—cost estimates to be developed]

- Coordination**
 - o Establish an interagency coordination mechanism to avoid duplication in services; explore options and develop an action plan to respond to economic development and job creation needs (4).
 - o To facilitate and target early adjustment assistance intervention, develop a mechanism to forecast regions and industries most likely to be affected by trade liberalization (7).
 - o Based on the EZ/EC program, structure federal grant competitions to provide more benefits to trade-related dislocated workers and their communities (OMB-4).
- Leveraging**
 - o Explore options available to coordinate worker adjustment programs with the activities of the North American Development Bank and the Community Adjustment and Investment Program (4).
 - o Require relocating firms to provide compensation equal to 3 years of property tax to communities affected by a company relocating to a foreign country; provide federal grants equal to above payment; or expand funding for Title I services for Affected School Districts (OMB-3).
- Capacity Building**
 - o Seek the authority and funds to offer the services of DOD's Office of Economic Assistance to NAFTA-affected regions [possible funding for ETA demonstration projects] (4; NEC-1).
 - o Give priority to trade-related dislocated workers who apply for specific federal grants (OMB-4).
- Legislative**
 - o Develop a new designation or assign EZ/EC status to trade-affected communities (OMB-4).

1. Outreach to Secondary Workers Employed in Firms Which Supply or Provide Upstream Processing for NAFTA-TAA Certified Firms				
Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
The Statement of Administrative Action which accompanied NAFTA-TAA provided that secondary workers may apply for a determination under NAFTA-TAA and that workers are eligible for services under Title III of the JTPA.	a. As part of the NAFTA-TAA investigative process to certify directly affected workers, develop a targeted approach to identify, locate, and advise potentially eligible secondarily affected workers of their right to petition for benefits. b. Provide for wider dissemination of information regarding the secondary worker provisions of NAFTA-TAA (including specialized informational materials and public service announcements).	None	Increased public awareness of the secondary workers provisions related to NAFTA-TAA. Possible increased demand for JTPA Title III funds. States would be expected to accept increased federal monitoring regarding their outreach efforts.	Program improvements can be accomplished within current administrative cost and program budget limitations. Any increased caseload resulting from greater awareness of program benefits will result in increased demand for JTPA Title III funds.

2. Improved Implementation of TAA and NAFTA-TAA				
Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
a. Public Awareness of TAA and NAFTA-TAA Programs While DOL has funded outreach efforts to increase public awareness, no guidelines exist to ensure consistency of information disseminated by the states.	Develop guidelines for state outreach efforts and conduct reviews to ensure compliance.	None	Greater awareness of TAA/NAFTA-TAA programs.	Program improvements can be accomplished within current administrative cost and program budget limitations.
b. Performance Measures for the TAA and NAFTA-TAA Programs Current reporting systems do not provide for the measurement of outcomes following conclusion of services.	Develop and implement performance measures, consistent with the statutory requirements of GPRA, for outcomes of workers who receive TAA and NAFTA-TAA benefits and services.	None required, but DOL could seek legislation mandating improved performance for low-performing states.	Better tracking of TAA/NAFTA-TAA program effectiveness and improved outcomes for participants.	
c. Guidelines for the TAA and NAFTA-TAA Programs <i>1. Waivers from Training Requirement under TAA</i> Guidelines were issued December 1993 to narrow circumstances under which waivers are granted, but application of guidelines has been inconsistent.	1. Develop guidelines which restrict granting of waivers and conduct periodic reviews of practices by states to ensure compliance.	None	Ensure that program benefits are focused on retraining worker for satisfactory reentry to the workforce. Additional data reporting requirements may be placed upon the states.	Restrictions on waivers and increased caseload resulting from greater awareness of programs may require an increase in budget authority.
<i>2. Determination Period for TAA Cases</i> While DOL has 40 days within which to issue a determination for NAFTA-TAA cases, the determination period for TAA cases has remained at 60 days.	2. Reduce the determination period for TAA cases to 40 days.	None	More timely determinations for TAA.	?

3. Early Intervention/Rapid Response for Workers Who Petition for NAFTA-TAA and TAA

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Under JTPA Title III, state Dislocated Worker Units are responsible for designing and managing rapid response activities for substantial layoffs and plant closures as well as for dislocation events involving workers who have been preliminarily certified for NAFTA-TAA. [There is no similar requirement for those certified under TAA.]	Take actions to standardize the initiation of services to all dislocated workers, including those certified for NAFTA-TAA and TAA. Issue policy guidelines to the governors that: a. Encourage the provision of rapid response for all substantial layoffs and closures prior to any notification or determination that the event may be trade-related; b. Encourage NAFTA-TAA/TAA and JTPA Title III collaboration on worker/employer committees and planning for a comprehensive service strategy once it has been determined that workers are eligible for NAFTA-TAA or TAA entitlements.	None	More effective service strategies for workers affected by trade. More systematic approach to readjustment services for all dislocated workers that will facilitate their return to the workforce more quickly.	No budgetary implications are expected. Although increased levels of services beyond rapid response could put pressure on state funds, additional resources are available to the states and other entities from JTPA Title III Secretary's National Reserve Account. Any substantial increases would be reflected in budget requests for JTPA Title III. Funds for rapid response activities for dislocated workers are currently authorized and funded under a portion of the annual JTPA Title III formula allotments to the states reserved for use by the governors (about 6% of Title III funds are used for rapid response activities). Other early intervention strategies, including basic readjustment services, are funded through the formula program.

4. Coordinated Community-Wide Approach to Providing Assistance to Areas Affected by NAFTA

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Current authority under NAFTA-TAA does not provide for community economic development and job creation assistance. [However, DOL has gained extensive experience through its collaboration with DOD in its defense conversion activities that include economic development and job creation programs and through similar activities undertaken to assist community efforts in the Northwest timber and salmon initiatives.] Authority under other NAFTA-related legislation provides for a North American Development Bank (NADBank) and a Community Adjustment and Investment Program (CAIP) under the supervision of the Treasury Department with participation from Agriculture, HUD, and SBA. Under the Trade Act of 1974, the Department of Commerce provides technical assistance to firms affected by trade through 12 regional technical assistance centers (TACs). Also, Commerce's Economic Development Administration administers community economic adjustment programs. At present, there is no coordinating mechanism among these various efforts.	Establish an interagency coordinating committee to explore options and develop an action plan to respond to the need for economic development and job creation in selected communities.	Seek legislative authority to permit demonstration economic development and job creation activities, in combination with other available resources, for areas affected by NAFTA.	Expand the job market in affected communities, especially those where few alternative employment opportunities exist.	Projects can be funded with resources currently available under JTPA Title III, and resources identified from other federal agencies and state and local funds (including JTPA Title III formula allocations). Funds for the Secretary's JTPA Title III National Reserve demonstration opportunities might be tapped for these activities. Additional resources would be requested through the normal budget process, if required.

5. Modification of the Worker Adjustment and Retraining Notification Act (WARN)

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
WARN requires that employers provide at least 60 days advanced notice of a plant closing or mass lay off to affected workers. There are statutorily-prescribed thresholds that trigger the notification requirement: employers of 100 or more full-time employees who lay off at a single site during a 30-day period at least one-third of the employees (but not less than 50), or at least 500 employees. The employer is also required to notify the local government and State Dislocated Workers Unit which is responsible for provision of rapid response adjustment services. Remedies for failing to notify affected workers are limited to recovery of back pay and lost benefits through civil suit and for failing to notify the local government to a civil court fine. The authority of the Secretary of Labor is limited to issuing interpretive regulations.	None	1. Amend WARN to provide enforcement authority for the Secretary of Labor. Similar to the Fair Labor Standards Act and the enforcement of other labor standards, the enforcement mechanism might provide for both civil suits and federal agency enforcement. 2. Amend WARN the statutory thresholds that trigger notification requirements for mass layoffs. For example, lower either the threshold for the proportion affected to a proportion below one-third, or lower the absolute number affected from 500 to 250.	1. Would ensure greater adherence to the Act's requirements and protect workers irrespective of their economic status or access to private legal assistance. 2. Would ensure that more workers receive the benefits attributable to early notification.	? ?

6. Reauthorization and Modifications/Merging of TAA and NAFTA-TAA

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
1. Reauthorization of TAA and NAFTA-TAA Authorization for the TAA and NAFTA-TAA programs expires on September 30, 1998.	None	1. Draft legislation was transmitted on June 9 by the Administration to the relevant Congressional committees for a simple 4-year extension of the two programs.	Continues status quo.	?
2. Modifications/Merging of TAA and NAFTA-TAA: Conforming the Differences <i>a. Shift in Production as a Basis for Certification</i> Under TAA, workers may only be certified for assistance if their firm is adversely affected by imports. Under NAFTA-TAA, workers may be certified if either their firm is adversely affected by imports from Mexico or Canada or their firm shifts production to Mexico or Canada.	None	a-1. Add shift in production to any country to the TAA criteria for worker certification. a-2. Delete shift in production to Mexico or Canada from the NAFTA-TAA criteria for worker certification.	Conforms with NAFTA-TAA criteria. Conforms with TAA criteria. Would renege on commitments made to workers when NAFTA was passed.	Could have significant cost implications. Might reduce the number of workers certified and associated costs of not certifying those due to a shift in production.
<i>b. State Role in the Provision of Rapid Response Services</i> Under TAA, the Secretary is required to make a determination within 60 days of the receipt of a petition. Under NAFTA-TAA, the governor of the state must make a preliminary finding within 10 days after which the Secretary must make a final determination within 30 days. If the governor make an affirmative finding, then the state is required to provide rapid response and basic readjustment services to the affected workers using funds available under JTPA Title III.	b-1. Institute procedures that would shorten the deadline for a determination on a TAA petition to 30 days. b-2. Devise a mechanism that would trigger the provision of rapid response services for workers certified under TAA.	None None	Conforms with NAFTA-TAA procedures. Conforms with NAFTA-TAA procedures.	? ?

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
<i>c. Waiver of Training Requirement</i> TAA generally requires that a participant be enrolled in training in order to qualify for income support, but waivers may be granted if it is determined that training is not feasible or appropriate. There is no waiver authority under NAFTA-TAA.	Issue administrative guidance to narrow TAA waiver authority.	Seek legislation to limit TAA waiver authority.	Would conform more nearly to conditions under NAFTA-TAA. Would reduce the abuse of the waiver authority under TAA.	?
<i>d. Early Enrollment in Training</i> To qualify for income support, NAFTA-TAA requires that a participant be enrolled in training by the 16th week in which the individual is receiving unemployment compensation, or if later, 6 weeks after the petition is approved. TAA contains no such requirement.	None	Issue administrative guidance to require early enrollment in training to qualify for income support under TAA.	Conforms with NAFTA-TAA procedures. Would accelerate TAA participants' adjustment and prevent them from enrolling in training after exhaustion of UI benefits simply to continue income support.	?
<i>e. Coverage of Secondary Workers</i> Neither TAA (except for oil and gas workers) nor NAFTA-TAA provide for assistance to workers in firms indirectly affected by trade (e.g., firms that supply or provide services to directly affected firms). A Statement of Administrative Action that accompanied the NAFTA Implementation Act committed the Secretary of Labor's discretionary authority under JTPA Title III to provide assistance to secondarily affected workers in supplier firms. Other adversely affected workers, such as those in tertiary firms including restaurants, grocery stores, etc., that are indirectly affected are eligible for assistance under the general JTPA Title III program.	e-1. Issue a Statement of Administrative Action to extend the Secretary's discretionary authority under JTPA Title III to assist: • secondary workers in supplier firms under TAA. • providers of services to primary firms. • producers of services that are directly affected by outsourcing of those services.	e-2. Propose legislation to expand coverage under TAA and/or NAFTA-TAA to secondarily affected workers.	Would conform with NAFTA-TAA procedures. Would need to address the issue of defining appropriate limits to eligibility (first tier, second tier, etc.) that would be equitable and administrable at a reasonable cost.	? Might triple the cost of the TAA program, based on an estimate from the early 1980s for extending benefits to secondary workers under the TAA program.

7. Establishment of an Early Warning System for Targeted Assistance

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Lack of a targeted and coordinated intervention strategy to bring resources to areas and industries where trade impacts are concentrated. Need for an Early Warning System to identify trade-impacted regions and industries before dislocations occur. Elements of an effective strategy might include: — Enhancement of WARN legislation on advanced notice of mass layoffs; — Analysis and profiling of TAA and NAFTA-TAA certifications by industry and region; — Development of a forecasting tool (an Early Warning System) to identify regions and industries that are most likely to be adversely affected by specific trade liberalizations; — Establishment of a coordination mechanism to facilitate coordination among the various federal agencies responsible for the delivery of adjustment assistance to workers, firms, and communities affected by trade liberalization.				

OMB-1. Contingency Approach to Spending for Trade Adjustment Assistance				
Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Estimating the need for adjustment assistance services is inherently difficult and resource estimates are often made arbitrarily. Seeking a large amount in advance can give a misleading impression that an agreement may have a substantial negative effects.	None	Seek "Base plus Contingency" authority for the TAA and NAFTA-TAA programs by establishing a base annual account and a larger contingency account (or an uncapped "such sums" authority), above the base, to be used only if the Secretary of Labor determines that the contingency terms (triggers) have been met.	The contingent amount is sought as prudent management. Contingent amounts would be triggered in a supplemental appropriation request by the President (based on the advice of the Secretary of Labor) designating the triggering event is tantamount to an emergency.	The contingency amount would not be scored in the President's budget, but CBO might score an estimate of the likelihood of the use of such authority.

OMB-2. Prospective Income Accounting in Federal Student Financial Aid (SFA) Programs				
Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
The Higher Education Act's (HEA's) income eligibility system of prospective accounting disqualifies persons with recent low income from eligibility for Pell Grants and other SFAs unless school aid officers exercise their authority to use prospective accounting. In the early 1990, dislocated workers' pre-layoff earnings were excluded from the SFA family income calculation; this practice was eliminated by the 1992 HEA amendments.	None	a. Amend the HEA to require the use of prospective income accounting for trade-related dislocated workers. DOL would be required to certify trade-related dislocated workers to school aid officers. b. Amend the HEA to require the use of prospective income accounting for all individuals with a documented severe income loss.	a. Data for 1992-93 show that about 107,000 persons in post secondary education identified themselves as "dislocated workers" on their student financial aid application. It is impossible to estimate how many of the dislocated workers enrolling in post secondary education or training lost their jobs because of trade-related reasons.	a. Based on 1992-93 Pell Grant experience with dislocated workers, an average Pell Grant awarded for such workers would cost about \$2,060 per student, or \$206 million per year for each 100,000 workers. b. This option would have broader appeal, but cost much more than option (a). Based on analysis done in March, the estimated annual cost could be as high as \$1.6 billion. This estimate assumes a 25% take-up rate for that population.

OMB-3. Targeted Assistance to Schools Affected by a Company Relocation

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Relocation of a company from the United States to a foreign country as the result of a trade agreement may have a negative impact on local communities and their schools. Unless a company is very small or receives a tax break, it is likely to contribute significantly to local schools through property and income taxes paid to local and state governments. Abrupt loss of these revenues could result in a decrease in the quality of local educational services, especially for low-income and low-achieving students.	None	a. Seek legislation that would require a transitional payment from the relocating company to the local community that would be equal to the amount of the local property tax that the company would have paid for the next three years. (The size of the payment could be based upon the size of the company.) b. Seek legislation that would require the federal government (rather than the relocating company) to make a similar payment as in (a) above, through a grant program, to the affected school district. A trigger for this payment might be that the school district lost 5% or more of its revenue from local property tax due to company relocations. c. Expand funding for Title I services for school districts affected by a company relocation to help compensate for lost revenue. This would require the federal government to designate "affected school districts." Designated districts could receive a three-year increase in their Title I allocations as the needs of low-achieving and poor students would be most affected by the loss of revenue from the firm. A trigger for this payment might be that the school district lost 5% or more of its revenue from local property tax due to company relocations.		a. No federal cost other than administrative. b. No cost estimate available yet. c. No cost estimate available yet.

OMB-4. Expansion of Federal Program Eligibility for Dislocated Workers

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Some federal grant programs give priority to a particular set of applicants for various programmatic reasons. For example, the School-to-Work initiative recognizes the special challenges faced by an Empowerment Zone and Enterprise Community (EZ/EC) by giving preferential treatment to applicants serving youths residing or schools located in an EZ/EC. A similar approach could be used in the case of communities affected by a company relocation abroad.	None	Structure federal grant competitions to provide more benefits to dislocated workers and their communities. a. For a specific list of competitive federal grant programs (e.g., EDA, HUD, HHS, ED, and DOL), give priority to applicants serving dislocated workers as well as their families and communities. b. Establish a new designation for communities affected by trade agreements or an automatic designation of EZ/EC status to communities that meet certain criteria, such as loss of 25% of their revenues as the result of documented trade impact.		Since competitive federal grant programs are often not funded very well, neither option might be effective at current funding levels.

OMB-5. Loosening Enrollment Eligibility Requirements in the Pell Grant Program

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
Some dislocated workers require only one or two specific skill courses rather than a degree or certificate program to prepare for new careers. Under the Higher Education Act (HEA), individuals are eligible to receive federal student financial aid (SFA) only if they pursue a bachelor or associate degree or certificate at an eligible institution of higher education. In addition, individuals with a BA/BS degree are ineligible for federal SFA. To receive student loans, an individual must enroll at a postsecondary institution on at least a half-time basis; however, there is no minimum enrollment requirement in the Pell Grant program.	None	Eliminate certain enrollment eligibility requirements in the Pell Grant program for trade-related dislocated workers certified by DOL. a. Waive the requirement that SFA recipients enroll in programs leading to a degree/certificate. b. Waive the BA/BS eligibility restriction for SFA.		a. An average award for those who do not have a BA/BS degree that take one or two skill courses at an institution of higher education is estimated to be \$750, using Pell minimum award rules and assuming no living allowance adjustments. The annual cost per 100,000 persons served would be about \$75 million. b. About one in six dislocated workers are estimated to hold a BA/BS degree; the number affected by trade-related changes is not known.

NEC-1. Provision of DoDs Office of Economic Adjustment (OEA) Services to NAFTA-Affected Regions

Current Practice	Administrative Changes	Statutory Changes	Effects of Changes	Costs of Changes
OEA was created in 1961 to help communities cope with military base closures and typically helps communities organize a planning group, provides a planning grant, guides the group through government requirements for base closures, and helps develop a reuse plan for base redevelopment.	None	Seek authority and funding for OEA to provide its services (project managers plus planning grants) to NAFTA-affected regions.	Because Congress refused to approve another Base Realignment and Closure (BRAC) round, OEA has a shrinking portfolio and should be in a position to assign project managers to non-DoD projects.	A single OEA project manager oversees 3-4 communities simultaneously and planning grants, which are usually staged over several year, are in the range of \$500,000 to \$3 million per community. Funding should not come from DoDs budget since that might be viewed as a diversion of resources from defense, but should be transferred to DoD from DOL, DOC, or some other civilian agencies.