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FROM U.S. E.D. WORLD BANK

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**STATEMENT OF TREASURY SECRETARY ROBERT E. RUBIN
AT THE DEVELOPMENT COMMITTEE OF THE
WORLD BANK AND THE INTERNATIONAL MONETARY FUND
HONG KONG, CHINA
SEPTEMBER 22, 1997**

As we meet today, the global economic situation remains promising despite recent developments in a few Asian countries. Growth this year and next is expected to be the highest in years, while interest rates remain relatively low, reflecting a decline in world-wide inflation. This relatively favorable environment provides us with a real opportunity to strengthen our attack on global poverty and to advance countries along the path of sustainable economic growth and development.

All of us participating in this meeting have a role to play in this effort. Clearly, the toughest and most critical job lies with those governments working to establish the political support for economic, social and governmental reforms. A sound, non-distortionary policy environment, including macroeconomic stability, is an essential precondition for growth, as are effective institutions and a strong legal and regulatory framework. Finally, priority must be given to directing governmental resources to the health and education needs of the poorest people and to the environment.

We in the donor community, together with the World Bank and the International Monetary Fund, are making a significant contribution by supporting these policy reforms. We are increasingly directing assistance to those countries with the greatest need and making the greatest effort to enact reforms. I don't want to minimize the difficulties involved in making progress, but rather stress that by working together, we can make significant progress toward sustainable economic growth and development. The success of our efforts will be judged by the response of foreign and domestic investors and by demonstrable improvements in the quality of life of the people in the developing world.

Assisting Reform of the State

Good Governance and Combating Corruption: We welcome the leadership that President Wolfensohn and Managing Director Camdessus have shown by placing corruption firmly onto the international development agenda.

President Wolfensohn is working hard to mobilize the Bank and, through it, borrowing governments, to take the necessary steps to attack corruption. His candor and initiative — which we greatly appreciate — have generated a long overdue public debate about corruption and, with it, recognition that the costs often fall disproportionately on the poorest and most vulnerable. The Bank's recent report on corruption provides a useful framework for its active engagement on this central development issue. We firmly believe that the impact of corruption should be evaluated by the Bank as closely as, for example, tariff reform, investment liberalization and other fundamental development policy issues. And we welcome enthusiastically the Bank's commitment to factor corruption explicitly into its operational programs.

The Fund is also making solid strides in this area. Following the Denver Summit, the Fund published and released a paper on the role of its financial assistance, surveillance, and technical assistance in addressing governance issues. We anticipate that the Fund, on a regular basis, will examine the effects of corruption, fraud and mismanagement on economic growth and the effectiveness of its own programs. The bottom line is that the Bank and Fund policy statements on promoting good governance and combating corruption are important first steps. The challenge now is to give them concrete effect; here, we welcome the recent Bank and Fund scale-back of their programs in Kenya.

Related to this, Multilateral Development Bank (MDB) procurement policies and practices of the highest standard and strong central procurement oversight of the process are also essential. Over the past two years, I have asked that the World Bank work with the regional MDBs to establish uniform procurement rules and standard bidding documents. Both are needed for increased transparency and efficiency gains for shareholders, for bidders, and for borrowers. Standardized MDB procurement rules are an important contribution that the Bank can and should make in the fight against corruption and in the fight for transparent, accountable, and efficient use of development resources.

We urge President Wolfensohn to convey to Bank staff that this, together with strong headquarters oversight of procurement, is a Bank priority. We also urge an action plan for uniform procurement rules by the April 1998 Development Committee meeting and for standard documents by the September 1998 meeting. Equally, we ask that regional MDBs work cooperatively with the World Bank in this component of our anti-corruption agenda. This is not a difficult agenda. By establishing best international practices for procurement and disbursement, the MDBs can provide a strong model for governments to follow.

These increased efforts by the MDBs are essential components in an overall strategy to combat corruption. They are fully consistent with, and reinforced by, the commitment of OECD members to eliminate the tax deductibility of bribes of foreign officials and to negotiate by the end of 1997, for implementation in 1998, an international convention criminalizing such bribery.

We also welcome the Bank's growing engagement on the broader issues of good governance, and its increasingly well focused emphasis on the central importance of sound policies, transparent and accountable public institutions, and the need for much greater selectivity in government intervention in the economy. The Bank's recent World Development Report puts it plainly - "Without an effective state, sustainable development, both economic and social, is impossible." Put another way, governance is a mainstream economic development issue.

We therefore look forward to increased emphasis by the Bank, both analytical and operational, on a wide range of core governance issues, including basic legal and regulatory reforms, institution building, and greater public sector transparency and accountability. All are areas where improvements will yield immediate and longer-term development rewards; all are areas where there is enormous scope for cross-border learning; and all are areas where the Bank should be actively engaged. We strongly urge the Bank to work toward a comprehensive strategy on governance, shaped by a few basic principles and articulated through specific analytical work, technical assistance, and lending operations.

Africa: To further the policy of directing assistance to reforming countries with the greatest need, we would like to see additional support for those African countries willing to undertake exceptionally bold reform efforts. At the Denver Summit, participating countries recognized both the encouraging economic progress that a number of African countries have made in recent years, and the great development challenges that much of Sub-Saharan Africa continues to face. We are very encouraged that the World Bank and Fund are developing a joint reinforced strategy to support accelerated growth in Sub-Saharan Africa through trade liberalization, increasing the role of the private sector, and redefining the role of government away from direct involvement in production and toward the provision of essential public services. This is a very important and promising undertaking.

We encourage the Bank and the Fund to continue their collaborative efforts with the aim of presenting to the Boards of Directors by the end of this year a reinforced strategy that is:

- *focused on growth through accelerated integration*, in particular liberalization of trade and investment regimes;
- *buttressed by enhanced support for human resource development and other areas critical for private-sector led growth*, such as education, health, support for more aggressive privatization and good governance;
- *sufficiently reinforced by financial and technical support* as to allow a country to carry out an accelerated program of liberalization that could be completed within a period of 3 to 5 years;
- *part of, but also distinguishable from, existing lending programs*, so as to attract the attention of countries that may be willing to undertake such a program; and
- *sufficiently institutionalized that, with some adjusting, it can be replicated* in any country that is committed to an accelerated liberalization program.

Initiative for Heavily Indebted Poor Countries (HIPC): To help reforming countries with the greatest need, we agreed last fall on a momentous initiative to relieve the debt burden for the poorest heavily indebted countries. Since our meeting in the spring Bolivia and Burkina Faso have joined Uganda on the list of eligible countries, and we have discussed preliminary documents for Guyana and Mozambique.

We have made considerable progress on developing mechanisms to deliver HIPC debt relief but more work remains before the initiative will be fully functional. We have agreed that, wherever necessary, the International Financial Institutions (IFIs) will provide interim relief in advance of the completion point. Although the World Bank has agreed to provide interim relief using International Development Association grants, based on the degree of debt burden, the other IFIs need to agree on specific mechanisms to provide interim relief.

We are concerned that adequate funding for HIPC debt relief is not yet in place for all the institutions. In particular, the IMF does not have enough funds in its ESAF trust for HIPC to cover the costs of all the countries we expect to become eligible this year. We urge the regional institutions to put in place their mechanisms to finance the HIPC initiative.

Promoting the Private Sector

MIGA's Financial Constraints: Within the development community, there is growing awareness of the importance of a vibrant private sector to sustainable economic development. For this reason, the United States strongly supports Bank activities in this area and, in particular, those of the Multilateral Investment Guarantee Agency (MIGA). We appreciate MIGA's successful efforts to work with national and private international insurers, to broaden its portfolio, to market its services, to promote foreign direct investment in Africa and elsewhere, and to build its reserves.

Discussions of strengthening MIGA's finances have been underway for some time. The United States strongly welcomes the consensus that appears to have emerged on a significant \$150 million grant from IBRD net income to improve MIGA's liquidity position and allow it to raise its risk-to-assets ratio. For our part, we are prepared to join other MIGA shareholders in a serious discussion of the structure and conditions of a general capital increase (GCI), including both paid-in and callable components, to put MIGA on a sound financial footing for the longer term.

We believe strongly that a MIGA GCI must be accompanied by significant policy measures to strengthen the Agency's development effectiveness, including bringing MIGA policies and practices up to the standards of the rest of the World Bank Group. In particular, these measures should address concerns in such areas as: (1) information disclosure, (2) an independent inspection function, (3) environment, and (4) labor issues and worker rights. In most respects these are issues on which there has already been extensive discussion and progress within the World Bank Group, and on which there is already a firm foundation to build.

Strengthening Financial Systems: Recent events in some financial markets in Asia have reinforced the importance of sound, robust financial systems for macroeconomic stability and long term development. The international community has focused intently on this concern in the last year, producing a concerted international strategy endorsed by the G-7 Heads of State at Denver to help emerging economies strengthen their financial systems, including the development of core principles for effective banking supervision. A similar effort is underway for securities markets. Efforts are now underway to broaden the consensus on these initiatives and to ensure that they are implemented. In this context, we welcome the recent joint Bank/Fund paper on strengthening collaboration in the financial sector which defines the institutions' respective roles in this area and sets out modalities for coordination.

As we move forward, the key challenge for the Bank and the Fund will be to translate this commitment into reality. For the Fund, that entails primarily a stronger focus on banking system soundness in the context of its surveillance activities. For the Bank, it requires a reorientation of its financial sector support toward improving policies and addressing institutional weaknesses in

its client countries that pose risks to banking system soundness. Toward this end, the Bank must develop a consistent approach to the financial sector across the regional departments and increase staff with expertise in promoting market-oriented financial sectors, strengthening supervisory regimes and agencies, restructuring failed financial institutions and developing financial and legal infrastructure.

Infrastructure Finance: In the area of private sector finance, we are pleased that the World Bank has designed an action program to strengthen private participation in infrastructure consistent with its objective of poverty reduction and sustainable development. We particularly welcome the proposal for the Bank to work with reforming countries to develop policy and regulatory reforms consistent with greater private investment in infrastructure. The use of roundtables, including representatives from government, donors, international financial institutions and the private sector, should help identify and prioritize critical reforms. We urge the Bank to use this process to establish mechanisms to address the social, labor and environmental issues involved in infrastructure projects and to create national policy/regulatory frameworks conducive to vibrant domestic and international investment in sectors beyond infrastructure.

Improving the Bank's Effectiveness

During the last six months, the World Bank has begun implementing its Strategic Compact, which commits the Bank to improve project quality and to refocus its development agenda on core areas, such as better governance, health and education, the environment and labor standards. The Bank has made progress decentralizing internal decision making, devising new Bank instruments, and establishing performance indicators to evaluate the effectiveness of its work.

Over the next six months, we anticipate that the Bank will implement cost-cutting measures, scale back less effective operations, improve internal procedures and establish a more flexible personnel policy. Early implementation of these measures is essential for the Bank to deliver on its commitment to a FY01 budget no higher than its FY97 budget in real terms. We would also urge the Bank begin a thorough review of the pricing of its instruments and services in order to reflect actual and relative administrative costs. A more efficient, cost-effective Bank will mean more resources available to assist borrowing countries.

As the Bank works to refocus its agenda to address key development challenges, it needs to place more emphasis on core labor standards, including the right to organize and bargain collectively, the prohibition of forced or exploitative child labor, and the principle of non-discrimination. The IDA-11 replenishment agreement explicitly endorses "establishing basic labor standards and working conditions, and reforming legislation and policies that disadvantage the poor." We appreciate the leadership that President Wolfensohn has shown on the issue of child and forced labor, and look forward to the Bank operationalizing efforts to eliminate such practices. We call on all of the International Financial Institutions to incorporate core labor standards more fully in the entire range of their operations. Building core labor standards as an integral part of our development work will facilitate transparent, well-functioning labor markets by overcoming problems of uneven market power and discrimination, and will help to reduce poverty and promote social stability during periods of change associated with rapid reform and development.

Another area that requires additional emphasis is the environment. During the past several years, the Bank has developed a strong policy framework in a number of key areas, including: environmental assessment requirements for its projects, measures to protect forests and promote more efficient energy use, disclosure of information to and full consultation with the public, safeguards for the rights of indigenous peoples, and protections for people who have been displaced by Bank-financed projects. Establishment of the Bank's independent Inspection Panel also was a major achievement. We look forward to continued strengthening of the policy framework, particularly for the Bank's private sector lending, and we are pleased that President Wolfensohn has taken the view that a uniform set of environmental standards will be applied across the Bank, MIGA and IFC. More work needs to be done to strengthen implementation of these policy commitments, mainstream the environment into the work of the Bank Group and to ensure public participation in the development of Bank projects.

Through the Strategic Compact and under the able leadership of President Wolfensohn, the Bank has created a process which permits it to evolve and to become a more effective development institution. By focusing on its most successful programs in core areas, directing resources toward performing countries and complementing the work of the private sector, the Bank can maximize its contribution to economic development and the alleviation of poverty.

Conclusion

The path toward economic development remains difficult, and the most difficult steps of all must be taken by developing countries. But there are reasons for encouragement. The path is known; the current economic climate is favorable; the World Bank and the International Monetary Fund are there to point the best course; and we in the donor community are striving to lend support. By working together, we have the opportunity over the next few years to make substantial progress toward a more prosperous global community with an improved quality of life for all people.

FROM U. S. E. D. WORLD BANK

(FRI) 10. 9 '97 17:56/ST. 17:33/NO. 4260068679 E



DEVELOPMENT COMMITTEE
(Joint Ministerial Committee
of the
Boards of Governors of the Bank and the Fund
on the
Transfer of Real Resources to Developing Countries)



FIFTY-FIFTH MEETING OF THE DEVELOPMENT COMMITTEE
HONG KONG, CHINA - SEPTEMBER 22, 1997

CC: *all 103*
Bill S
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DC/S/97-57

September 22, 1997

Statement by Mr. Robert E. Rubin
Secretary of the Treasury
United States

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COMMENTS/SPECIAL INSTRUCTIONS:

Attached is Rubin's speech at the Development Cte meeting. It addresses labor and environment issues.

Meg

THE WHITE HOUSE
Office of the Press Secretary
(Pittsburgh, Pennsylvania)

For Immediate Release

September 24, 1997

REMARKS BY THE PRESIDENT
TO AFL-CIO BIENNIAL CONVENTION

David Lawrence Convention Center
Pittsburgh, Pennsylvania

10:25 A.M. EDT

THE PRESIDENT: Thank you very much. I am delighted to be here. Thank you for the warm welcome. Thank you for the fast introduction. (Laughter.)

The last time I spoke at your convention it was two days before you elected John and Rich and Linda. And I must say, from the outside, it seems to me that they have done a remarkable job, and I know that you must be very, very proud of them. (Applause.)

I am delighted to be here with Secretary Herman, and Deputy Secretary Kitty Higgins, and Secretary Slater, a number of other members of the administration. I should mention one other -- the successor at the White House to Alexis Herman, former Assistant Secretary of Labor for Wage and Hours Maria Echevesta. We're all glad to be here. (Applause.)

I also want to say right at the outset that I am very glad that you voted to support campaign finance reform. Now there will be a vote on the Senate floor, and that will be a time of testing. But I have made clear where I stand. All 45 of our Democratic senators have made clear where they stand. You have now made clear where you stand. We will soon see where the Senate stands, and then where the House stands. This is a good time to make our campaign finance laws better, and I thank you for your crucial role in it. (Applause.)

On a very personal word, I might say, I came in a few moments ago and I was able to hear Sandy Feldman and hear your tribute to our friend, Al Shanker. And I cannot tell you how much I appreciate that. Under his leadership, and Sandy's, the AFT has been a constant supporter of educational opportunity and educational excellence -- a clear signal that working professionals can be organized for the objectives, the legitimate objectives of the union movement. And one of those objectives would be excellence on the job. And there is no more important place to have excellence on the job than in educating our children. So I'm very, very grateful for the AFT and for Sandy Feldman. (Applause.)

With your new leadership team and the new energy I feel of the presidents who are here on this great stage and all of you in the audience, your members back home, it is clear that American labor once again has a clear voice and you are making it heard. You made it heard loud and proud in the boardrooms of Unite Parcel Service. You made it heard in the halls of the Capitol, standing up to a barrage of anti-worker legislation. (Applause.)

You're making it heard in the strawberry and mushroom fields of California, in the fiery

tones of Arturo Rodriguez, with noble echoes of Cesar Chavez. (Applause.) You're making it heard in nursing homes in Minnesota, giving new strength to women workers. And you're making it heard right here in Pittsburgh through the steelworkers biggest organizing campaign in more than 60 years. This must be a proud time for the men and women of the AFL-CIO. (Applause.)

Our nation can clearly see and hear that American labor is back. Thanks in no small part to your leadership in the workplace and your involvement in the political process, America is back, too.

Six years ago, when I announced my candidacy for President, I said that America had a vital mission for the 21st century -- to keep the American Dream alive for every person responsible enough to work for it, to keep America the world's strongest force for peace and freedom and prosperity, and to bring our people together across all the lines that divide us into one America. America's oldest, most incandescent ideals -- opportunity for all, responsibility from all, a community of all. That is what has to illuminate our path as we stride forward to address the challenges of a new era.

I pledged then to take America in a new direction -- toward the future, not the past; toward unity, not division; with America leading, not following; putting people and values, not power politics, first; reforming government not to do everything or do nothing, but to give all our people the tools they need to make the most of their own lives; and beginning by building an economy that works for all, not the few.

We started with a new economic policy for the new economy, putting in place a bold new strategy to shrink the deficit and balance the budget, invest in our people and lower unfair trade barriers to our goods and services. The philosophy was solid and simple: remove the impediments that have restrained the American people and give them the tools and training to help them race ahead. By reducing the nation's massive deficits, we could free our people of the dead weight that slowed their every step from the early 1980s. By investing in their education and health, we would enable them to run fast and strong over the long run. By reducing trade barriers, we would knock down the unfairly high hurdles that we have had to leap over for far too long, and build bridges to new democracies with growing economies to ensure our leadership for peace and freedom well into the next century.

The strategy has succeeded: nearly 13 million new jobs; America leading the world in auto production once again; unemployment below five percent; over a million new construction jobs, a half a million transportation jobs, a half a million new jobs for machine operators, auto jobs having the fastest increase since Lyndon Johnson's administration; the biggest drop in welfare rolls in history, with welfare reform that is tough on work, but pro-child and pro-family; dramatic drops in crime year after year, putting 100,000 more community police officers on the street and the Brady Bill preventing 250,000 sales of handguns to people with criminal or mental health histories that indicates they should not have them. We know we have more to do, but together we have made progressive government work again.

Let's look at three crucial elements of our economic strategy -- reducing the deficit, investing in our people, expanding exports. First, deficit reduction. Back in 1993, when I introduced our first deficit reduction plan, we both knew it was important to get our fiscal house in order. And we did it the right way -- we did it while increasing investments in our people. And we did it without a single Republican vote, cutting the huge deficit of \$290 billion 87 percent before the balanced budget law passed. (Applause.)

After a new majority took control of Congress in 1994, they tried to cut the deficit in the wrong way. They sent me a budget that made unjustifiably deep cuts in Medicare, that increased taxes on working Americans, that allowed corporations to raid their workers' pensions, that cut enforcement of worker safety laws, that slashed funding for education and training by \$30 billion. With your support, I vetoed that budget and the veto was upheld. (Applause.)

Later, when they pushed a balanced budget with a harmful independent contractor provision, a misguided privatization scheme for Medicaid, and a shameful plan to deny workfare participants the minimum wage, you and I stood firm together. We stood firm together. And I thank you for your support for that opposition. (Applause.)

I believe this balanced budget that I signed honors our workers and our values and our future. And I will explain by going to the second element of our economic strategy -- investing in our people. In the new economy the most precious resources America has are the skills and securities of working Americans. Here, too, we are succeeding. After decades of working harder and longer for lower wages, millions of working Americans finally are getting a raise. And it's about time.

Since I took office the yearly income of the typical family is up \$1,600. Wages are rising again. In 1995 and 1996, over half the new jobs created in this economy paid above the average wage. With your strong support, we also increased the minimum wage and dramatically increased the earned income tax credit -- it is now worth about \$1,000 a year to the typical family of four with an income of less than \$30,000. And this summer, I signed into law a \$500-per-child tax credit that will mean \$1,000 in take-home pay for a typical family with two children. And I didn't sign the bill until we made it work for rookie police officers, teachers and others of modest means the Republican majority would have left out of their budget and tax cut plans.

From 1945 until the mid-1970s, all of us grew together in America. Each group of our economy, from the lowest 20 percent to the highest, increased their incomes, but, actually, in percentage terms, those in the bottom 40 percent grew slightly faster than those in the upper 40 percent. And that was as it should have been. We were sharing our prosperity and growing together.

Then, unfortunately, we began to grow apart, partly because of developments in the global economy, historic developments that could not be reversed and offer us great opportunity of seize them -- partly, I believe, because of wrongheaded policies in the United States government throughout the 1980s.

Fortunately, now it looks like our hard work and your hard work is paying off and America is starting to grow together again. I believe the general sense that this should be so is one of the reasons for the renewed success and receptivity of the efforts that you are making all over America.

But we cannot rest. We cannot rest until every single American has a fair chance to reap the rewards of the American economy. That is why, above all, investing in people means giving every American the best education in the world.

Our balanced budget includes the largest increase in aid to education since 1965, when President Johnson was in office, and the biggest increase to help people to go on to college since the G.I. Bill was passed 50 years ago. (Applause.) The budget has \$1 billion more for Head Start; more money to help our schools achieve excellence; the America Reads program to mobilize a million volunteers, organized by our national service program, AmeriCorps, which has already given 70,000 young people a chance to work and serve in their communities and earn the money for college.

It contains money to help connect every classroom and library in this country to the Internet by the year 2000. It also contains a new HOPE Scholarship to guarantee access to all Americans to at least two years of college; other tuition tax credits for all college and skills training; an IRA you can withdraw from, tax-free, to pay for your own education or your children's education; the biggest increase in Pell Grants in two decades; a million, total, work-study slots now; and doubling aid for dislocated workers.

When you put all this together, we can really say for the first time in the history of this country, we have opened the doors of college education to every American who is willing to work for it money will not be an obstacle again. (Applause.)

There is still a lot to do. First of all, we have to pass every year for the next five years the funds necessary to make good on the budget agreement. Secondly, we have got to increase the quality of education in our public schools. I have sought to provide more options to parents in public school through public school choice and allowing teachers to organize new charter schools within public school districts. But I also know we need national standards. Every other major economy in the world educates its children according to national academic standards. And I have called for national standards and voluntary national exams to begin with 4th grade reading and 8th grade math to see how our children are doing. Voluntary exams developed not by politicians, but by a non-political board; not by the Department of Education, but financially supported by the Department of Education.

There are those who say no to this, no the standards, no to the idea that we ought to have accountability. Some of them, frankly, don't believe all our children can learn. Some of them see some dark plot to take over local schools. All I see is reading is the same in Minnesota as it is in Maine, and mathematics is the same in Washington as it is in Florida. And our children had better know it if they expect to compete in the world of the 21st century. (Applause.)

There are also those in the Congress who say no to every effort we make to expand educational opportunity -- those who failed to close the Department of Education, but would still like to cut it down; those who still would reduce our commitment to scholarships and grants and shut down completely innovative initiatives, like America Reads, even though we know -- we know -- that 40 percent of our 3rd graders still cannot read independently on their own. We know that and we cannot afford to back up; we need to bear down.

So I need to ask your help again on education in the tough days ahead. With your help we can open up opportunity, build up education and shake up the status quo crowd that fights every effort we make to lift up our children.

We are making progress in this country in education. The teachers of this country are doing a better job. The principals are doing a better job. Parents are steadily getting more involved. We are learning how to come to grips with all the social problems that our kids bring to school. This year, on international exams, a representative sample of our children by race, by region, by income -- for the first time the 4th graders scored above the global average in mathematics and science. So I know all children can learn, and I know we've got people who can do the job. We just have to support them and bear down and do more of the kinds of things that we know will work.

Al Shanker, for his whole adult life, advocated national standards and meaningful measures and then all the efforts necessary to give every kid in this country a chance to learn. And I am not going to back away from this if it takes me every last minute of the next three years and however many months and days I've got left. And you ought to be there, too, because there's nothing more important for the future of this country than giving our kids a decent education. (Applause.)

Investing in our people also means protecting the rights of workers, to demand their rights. Over the past four years we've defeated callous attempts to repeal prevailing wage laws, to bring back company unions, to weaken occupational safety laws. We cracked down on sweatshops and fought to protect your pension funds and make pensions more portable. I have vetoed every piece of anti-labor legislation that has crossed my desk, and I will continue to do so. (Applause.) Thank you.

A lot of the people pushing these bills have missed the main point: the key to success in tomorrow's economy is people, and you cannot move into the 21st century by restoring the

labor policies of the 19th century. I will oppose it, you will oppose and we will prevail. (Applause.)

In that context, let me just say one more word about the UPS strike. I and, indeed, my entire administration believe deeply in the collective bargaining process. In the UPS strike collective bargaining worked. UPS and the Teamsters reached an historic settlement that recognizes that companies have to invest in their workers in order to be competitive in the 21st century. I did the right thing to let the process work. The parties got together, they worked through it and we got a good result. (Applause.) Thank you.

Investing in people also means expanding access to health care, quality health care. The Family and Medical Leave law that you worked so hard for, the very first bill I signed as President, ensures that millions of people don't have to choose between being good parents and good workers. I still hear from citizens as I travel across the country and just stop at airports, or in crowds in communities and shake hands -- people still come up to me and say, that law changed my life, saved my family, has meant more to me than anything the government has done in my life. It is a good thing and I thank you for your support of it. (Applause.)

The Kennedy-Kassebaum law helps millions to keep their health care if they take a new job or if someone in their family gets sick. The new balanced budget spends \$24 billion to expand health care to 5 million of the most vulnerable Americans -- 5 million children, almost all in working families, without health insurance. That is the largest investment in health care since the creation of Medicaid in 1965. Never -- never -- would this have happened unless you had helped me wage the fight we waged and lost to give health insurance to every American family that doesn't have it. And sometimes you have to lose a battle. I'm glad we fought for it. I'm proud that you helped me. And those kids are going to get insurance because of the issues we raised in 1994. (Applause.)

Finally, I ask for your support to help me pass sweeping legislation to keep tobacco, our number one health problem, out of the hands of our children. The health of our children is my bottom line and I believe it should be the bottom line of the tobacco industry as well.

The final component of our three-part economic strategy, one that is just as essential for the future growth and the future wage growth of our economy, is our continuing work to open new markets and give American workers a fair break. I know we don't see eye to eye on fast track, but I think I owe it to you to tell you exactly why I feel so passionately about it. And I think I've earned the right to be heard on it. (Applause.)

Fast track authority is a tool that has been given by Democratic Congresses to Republican Presidents and Presidents, indeed, of both parties for more than 20 years now. It simply says that if the President or his representative, his trade representative, negotiates a trade agreement, then the Congress has to vote on it if it rises to the level of comprehensive agreement, but must vote it up or down, so that the other country does not believe it is having to negotiate with 535 people in addition to the person with whom they negotiated.

We cannot create enough good jobs and increase wages if we don't expand trade. There's a simple reason why. Indeed, about a third of the economic growth that has produced 13 million new jobs over the past four and a half years has come from selling more American products overseas. Here's why: We have four percent of the world's population and we enjoy 22 percent of the world's wealth. If we want to keep the 22 percent of the wealth we have as four percent of the world's people, we have to sell something to the other 96 percent.

And this did not happen by accident. There were over 220 trade agreements signed in the first four years of this administration. In the over 20 agreements signed with Japan, in those areas our exports went up by over 80 percent.

The information technology agreement that we just signed, worldwide, covering 90 percent of information technology services in the world, under residual fast track authority that covered that area amounts to a \$5-billion tax or tariff cut on American products -- high value-added products, many of which are made by union workers.

Now, in the next 15 years, the developing countries in Latin America and Asia will grow three times as fast as the United States, Europe and Japan. As I told the United Nations a couple of days ago, early in the next century, about 20 nations comprising half of the world's people will move from the ranks of low-income nations to middle-income nations. They are going to grow in a world economy. We are going to participate in that growth to a greater or lesser extent. The more fair trade deals we have to allow us entry into their markets where we've been at a significant disadvantage for too long, the more we will participate.

You know that our own markets are among the most open in the world. We were able to get 220 trade agreements in the first four years because we made people know that if they wanted access to our open markets, they were going to have to open theirs. We have to insist upon this treatment. If we don't act and we don't lead, nobody else will level the playing field for us.

Indeed, our competitors in the other wealthy countries, in Europe and Japan, would just as soon we not make these trade agreements. They can make them because they read the same predictions we do -- they know that their economies are only going to grow a third as fast as the ones in Latin America and Asia as well, and they are looking for some way in to protect their workers and their longtime economic security.

We can compete if given a fair chance. Last year, I had a chance to visit the Jeep Cherokee plant in Toledo -- a UAW plant producing tens of thousands of right-wheel-drive jeeps for export to Japan and other markets we thought hard to open up for them. They have 700 new jobs at that plant, and I think it's the oldest auto plant in the United States of America still operating. The global economy is working for them. I am determined to see that it works for everyone.

Should we ask other people to adhere to global standards on the environment? Of course, we should. I think you could make a strong case that no administration has done more to preserve and protect the environment against onslaughts than ours has. Should we acknowledge that global trade can pull the rug out from some of our people? Of course, it could. At every period of economic change in our country's history, that has happened to people. The difference is that we have to be committed to give more aid, to do more for people who are suffering, who are displaced. Because nobody should be left behind in the global economy. Nobody. That's why we double funding for displaced workers. That's why I know we have to do more. We don't have to leave people behind. Everybody should have the right to keep a good job and to go into tomorrow.

But we can only do that with a growing population if we continue to grow the economy. So the trick is to get the right economic growth package, to create the right mix of new jobs, to try to make sure always more than half of your new jobs are paying above average wage and not leave people behind. It's not easy to do, but this administration is committed to doing it. And I think we have demonstrated that commitment time and again. We also have to recognize that the global economy is on a fast track. It is changing amazingly. For example, every month -- every month -- millions and millions of new contacts are made on the Internet. Every single month. It's exploding like nothing ever has, creating all kinds of networks of commerce and bringing people close together in new and unusual ways. We have to figure out how to make this work for us. If it doesn't work for us, it will work against us.

I believe leaving our trade relations on hold with the fastest growing economies in the world will not create a single job in America, and it certainly won't raise environmental standards

or labor standards in other countries. This year -- this year alone, so far, two-thirds of the increase in America's trade has come from Canada to the southern tip of South America, our neighbors. Two-thirds. We could do better. This year, leaders from Europe have gone to South America to tell them that the United States no longer cares about their markets, or the cooperation and leadership that goes along with working with them. They say that their future should be with Europe, and they should organize to give Europe considerations and breaks in opening their markets, and leave us out.

Now, think about it. Think about Chile, or Brazil or Argentina. Their markets are more closed to us than ours are to them. We still are selling more just because they're growing so much. But we know they'll grow a lot more over the next 10 to 20 years. They now need things that we sell and things that your people produce better than any other group of people in the world.

This is not about NAFTA or factories moving there to sell back to here. I think all of us agree it is highly unlikely anyone will move a factory to Chile to sell back to here. This is about how we can best seize our opportunities in the economy that is emerging, and how 4 percent of the world's people can continue to maintain 20 to 22 percent of the world's wealth, and continue to grow the economy so incomes can rise and new jobs can be created.

Now, I know this is a difficult debate and I know we disagree about it. But the debate over fair trade and fast track should itself be fair. It should also be open and honest. I have personally sat alone in the White House and listened to talk shows where your representatives were on the shows, because I wanted to hear the arguments and hear the concerns and know the things that you want. And you know we have had exhaustive numbers of meetings between the administration and leaders of the labor movement. We ought to have an open, fair and honest debate. We are trying to move as much as we can on a lot of the concerns that you have raised.

But I also want to say that I think we share too many values and priorities to let this disagreement damage our partnership. You just think of all of the things that I reeled off that we've done together and all of the things we've stood against in the last five years. I have worked to make this economy work for middle-class Americans. I care about making sure everybody has a chance and making sure nobody is left behind. But I can't build a better future without the tools to do the job, and America can't lead if it's bringing up the rear.

At the moment of our greatest economic success in an entire generation, we shouldn't be reluctant about the future; we ought to seize it and shape it. And I think I also have to say to you that there are a lot of good members of Congress who agree with me about our trade policy who also stood for the minimum wage. They agree with me about our trade policy, but they fought to provide health care for 5 million more kids. They support open trade, but they also fought to protect Medicare and Medicaid and education and the environment, and to open the doors of college to all Americans.

And when the majority in Congress wanted to do so, they stood against them and fought with you against the Contract on America. They fought with you against attempts to repeal the prevailing wage laws, to weaken unions and workplace health and safety laws. They did so in the face of intense pressure. They have fought for you and for all working people, and they deserve our support. If they were to lose their positions because they stood up for what they believe was right for America's future, who would replace them, and how much harder would it be to get the necessary votes in Congress to back the President when he stands by you against the majority?

America is far better off when the friends of working people stand together without letting one issue trump all the others. Friends and allies don't participate in the politics of abandonment; they band together -- disagreeing when they must -- but banding together.

I pledge to do that, and I hope you will, too. We've got a lot to do -- in education, in making

sure Medicare and Social Security are there for the next generation of parents, in bridging the divide of race and all of the differences that are now taking place in this country. That's an area where you've always been out front, and I want to close with that. Because you can help -- perhaps more than almost any other group in America -- to bridge the divides and to preserve the bonds of community.

When I leave you, I'm going home to Arkansas, and tomorrow I will try to focus our nation on a haunting but hopeful moment in our country's struggle to make America the nation live up to America the idea -- a day, 40 years ago, when nine brave African American boys and girls, shielded from a hateful crowd by United States Army paratroopers, walked through the doors of Little Rock Central High School for the first time. I will honor the courage and vision of those whose eyes were fixed on the prize of equal educational opportunity without regard to race.

There are still a lot of doors we have to open. There are still some doors we have to open wider. And now, unfortunately, there are some doors we've got to work hard from being shut again. There is also a new reality we're all going to have to come to grips with that very few Americans have thought about. It will change the workplace. It will change communities. It will change the way we do our business as citizens. That reality is that we are not simply a black-white nation, we are not simply a black-Hispanic-Native-American-white nation. Instead, we are a nation now of nearly all the peoples of the world, with greater diversity in how we work and live together, and greater integration in how we work and live together than virtually any other democracy on Earth. And within the ranks of Caucasians and blacks and Latinos and Asians, there is increasing ethnic and cultural diversity.

As we become the most diverse democracy on Earth --and make no mistake about it, we are becoming that -- today, only Hawaii has no majority race. Within a decade, probably within four or five years, California, our largest state with 13 percent of our population, will have no majority race. And sometime before the next century is half done, America will have no majority race. Are we going to embrace this? Are we going to say that we celebrate our diversity, but we're united by something more important? Or are we going to let it get away from us and drift off into little enclaves and weaken our country and our future and our children's future? You're in a unique position to help. (Applause.)

Labor has a tradition here, established by visionaries like A. Philip Randolph and Walter Reuther. Labor has helped generations of African Americans and new immigrants to gain dignity and respect. Your members reached across racial and ethnic lines to fight for a common future and personal dignity. Few institutions in America can claim anything like the record of the labor movement in fighting for equal opportunity. (Applause.)

It was for that reason and for her own merit that I appointed your Executive Vice President, Linda Chavez Thompson, a member of my Race Advisory Commission. (Applause.) She has seen discrimination firsthand. She knows discrimination is not a thing of the past, but she is determined to see that it has no place in our future. I am grateful for her help, and I ask you for yours.

A century ago the working men and women of labor imagined an America where older people had health security, where African Americans enjoyed equal protection under the law, where working people had the right to organize and fight for a better life. Because they imagined it and because they worked for it, it's the America we're living in today.

Now it is up to us to imagine the America of the 21st century. And on every issue I discussed today, that is all I ask you to do. Imagine it, based on what we now know. Imagine an America in which every child has a world-class education; in which every family can fairly balance the demands of work and child-rearing; in which we lift living standards here and around the world; in which we learn to grow our economy and preserve the common environment which is our home; in which our oldest values of opportunity,

responsibility and community guide us into a new time of greatest opportunity.

As American working men and women have shown time and time again, if we imagine it and we work at it, we will build it -- an America for our children, always eager for tomorrow. You have brought new energy to the labor movement. You have brought new energy to America. Let us work to build that into a future we can be proud of.

Thank you, and God bless you. (Applause.)



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The DLC Update

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<http://www.dlcppi.org/>.

The Democratic Leadership Council

Tuesday, September 23, 1997

Special Edition * Special Edition * Special Edition * Special Edition * Special Edition

THE AFL-CIO ON FAST TRACK

The Democratic Politics of the 1970s Meets the Republican Economics of the 1930s

In a multi-million dollar ad blitz, in flyers and e-mails, in congressional testimony by its top officials, and in massive lobbying, the AFL-CIO has launched a go-for-broke neo-protectionist campaign to get Congress to deny President Clinton the authority to conduct trade negotiations.

This campaign is remarkable for at least two reasons.

First, you have the nation's largest pro-Democratic constituency group going to the mats to derail the successful trade policy of a Democratic president who has led the national Party back from two decades in the political wilderness at a time when America's economy is the most competitive in the world.

Trade expansion is a key element of the current Clinton strategy that has brought America sustained, low-inflation, low-unemployment growth. The President says so, the markets say so, the statistics say so, and most economists say so.

Combined with its opposition to last year's welfare reform bill and this year's balanced budget deal, the AFL-CIO's position on trade amounts to an increasingly shrill demand that Democrats *turn back* to the policies and message of the 1970s and 1980s. Democrats in Congress who are tempted to give in to this demand in order to salvage labor PAC contributions should reflect on the much higher price they will pay in 1998 and beyond for embracing the AFL-CIO's retrograde posture of opposition to everything Bill Clinton has done to effectively govern the country.

Second, the AFL-CIO's anti-fast track campaign is a masterpiece of evasion and indirection, cloaking the ancient, discredited creed of protectionism. To hear them tell it, organized labor opposes fast track out of a deep concern for the welfare of Mexican child laborers, the safety of supermarket strawberries, and of course, that well-known priority of steel, and auto, and mine union: the purity of the global environment. But boil off all the focus-group-driven froth and the AFL-CIO's message on trade is nothing more than the primal scream of 19th century protectionism: the demand, once identified with Republicans and competition-capitalists, that the national interest in trade be subordinated to the special interests it threatens.

AFL-CIO employs all the classic tactics of protectionists, including the single-entry book-keeping that

ignores the benefits of trade while exaggerating its costs, and the faulty reasoning that attributes all negative events to trade agreements that precede them. Worst of all is the anti-democratic contention that government can or should guarantee one group of citizens the right to stay in their current jobs for the rest of their lives at the expense of everyone else's livelihood, *especially workers*: workers in exporting industries, young workers who need the new opportunities generated by trade, low-income workers struggling to get by who benefit from low-priced imports, and all Americans benefitting from economic growth. This narrow and often anti-worker posture reduces the AFL-CIO from a proud defender of working families to an interest group concerned for no one but its own shrinking membership.

Basically, in fighting fast track, the AFL-CIO is trying to build a bridge to the Democratic politics of the 1970s and the Republican economics of the 1930s. Once you understand that, picking apart their specific arguments is easier, and more urgent. Here's our "top ten list" of bad arguments, and suggested responses. Citations are from the AFL-CIO ads and web page, and from Congressional testimony by AFL-CIO President John J. Sweeney, Secretary-Treasurer Rich Trumka, and Economist Thea Lee.

TOP TEN WHOPPERS THE AFL-CIO IS TELLING ABOUT FAST TRACK

#10. "What is fast track? Special powers to rush through flawed trade deals like NAFTA, stripping Congress of the right to fix them <Graphic: rubber stamp with "Approved.">." AFL-CIO television ad.

There's nothing "special" about fast track. It's the traditional trade negotiating authority enjoyed by every president since Gerald Ford. Fast track does not "strip" Congress' "right" to "fix flawed trade deals." Congress can disapprove negotiations before they begin, is guaranteed consultation while they occur, and can obviously reject agreements once they are signed. That's not a "rubber stamp."

#9. "We must not allow ourselves to give in to a false urgency and rush into another trade agreement that simply replicates the failed policies of the past." Trumka Senate Testimony, 6/3/97.

is broadcast to thousands of public officials, citizen activists, and supporters in the DLC network nationwide.

The DLC Update, Democratic Leadership Council, 518 C Street NE, Washington, DC 20002

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Fast track does not create any trade agreements, much less force America to "rush into" them. NAFTA took seven years if that's a rush job, so were the Pyramids. Congress can stop any new trade negotiations in their tracks before they begin. All fast track does is insure that once negotiations are concluded, with congressional permission and consultation, they are not amended after they are signed.

#8. "Big corporations are asking Congress to let the president negotiate more fast-track NAFTA deals." AFL-CIO fast track flyer.

Actually, it's the Democratic President of the United States who has asked Congress for fast track authority. Democratic controlled Congresses granted similar authority to five consecutive Presidents. The U.S. Conference of Mayors and the National Governors' Association have passed resolutions supporting fast track. Nearly 100 state and local Democratic elected officials have signed the DLC's Appeal to Congress supporting fast track authority.

#7. "America has negotiated hundreds of successful trade agreements without fast track authority." AFL-CIO Stop Fast Track web page.

Wrong. Not one single trade agreement requiring action by Congress—the only kind of agreements relevant to the fast track debate—has been concluded without fast track authority over the last twenty years. Virtually all the major bilateral, regional and sectoral negotiations just ahead will require implementing legislation by Congress.

#6. "Our current [trade] policies benefit a small corporate elite both in the United States and in our trading partners." Lee House Testimony, 7/9/97.

Since 1992, our economy has created 12 million jobs, including 1.5 million export-related jobs that pay on average 15 percent higher wages than others, with a disproportionate benefit to manufacturing employment. Trade also accounts for lower consumer prices, and countless small business start-ups. Overseas, trade is the only hope for creating the wealth among developing countries necessary to raise wage rates and reinforce political and economic freedom.

#5. "Our current trade policy is lopsided...we are opening markets abroad in financial services and agriculture, but we are not taking care of displaced workers at home." Trumka Senate Testimony.

Today's strong economy, which owes much to trade, is the best way to "take care of displaced workers." America can and should give every citizen the access to the skills necessary to succeed in a rapidly changing and increasingly knowledge-based economy. But the AFL-CIO is indifferent towards, and often downright hostile to, initiatives aimed at creating a lifelong learning system for American workers.

#4. "The NAFTA model has failed in every respect." Sweeney House Testimony.

Between 1993 and 1996, U.S. exports to Mexico grew by 36.5 percent to a record high of \$15.2 billion, despite the dampening of demand in Mexico by the peso crisis. That's not failure. Mexico lowered its tariffs five times more than the United States. That's not failure. Even if you accept the highest estimates of NAFTA-related job displacement, the U.S. economy is creating more new jobs *each month* than have been lost under three years of NAFTA. That's not failure.

#3. "When America rushes into trade deals like NAFTA—without negotiating rules to protect workers and consumers it gets easier for corporations to take our jobs elsewhere." AFL-CIO fast track flyer.

Since U.S. barriers to imports are generally lower than foreign barriers to U.S. exports, an end to trade negotiations would do nothing to stop relocations to access the U.S. market. But the real risk of "exporting jobs" would skyrocket if the United States withdraws from ongoing regional and sectoral trade negotiations—a certainty if fast track is defeated—as U.S. corporations move operations and jobs overseas to access the 95 percent of world consumers who live outside our borders.

#2. "The AFL-CIO will oppose fast track legislation that does not require enforceable labor and environmental standards in the core of any new agreement. Limiting fast track in this way will send the clearest possible message... that we are ready and willing to chart a new path in the global economy." Trumka Senate Testimony.

Other countries have made it abundantly clear that they will not negotiate with the United States at all if we insist on dictating their economic and environmental policies as the AFL-CIO demands. If, as is absolutely certain, no one follows us on the "new path" of global minimum wages and pollution rules, no one will benefit. Labor's crocodile tears on the environment are especially dishonest. Trumka's United Mine Workers have opposed virtually every domestic environmental improvement in recent history, including the Administration's new clean air standards.

#1. "The AFL-CIO is open to expanding trade through bilateral or multilateral agreements, so long as those agreements reflect the legitimate concerns of workers and communities, and not just those of business." Sweeney House Testimony.

That's the biggest whopper of all. The AFL-CIO has opposed every major trade agreement of the last twenty years, and has now decided that halting America's participation in the global economy the economy our own policies and values have created is essential to its power. As labor lobbyists have made clear to the Democratic Members of Congress they are fiercely intimidating, there is no version of fast track authority organized labor will support. They want a "win"—even if America, and America's workers, lose.



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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.

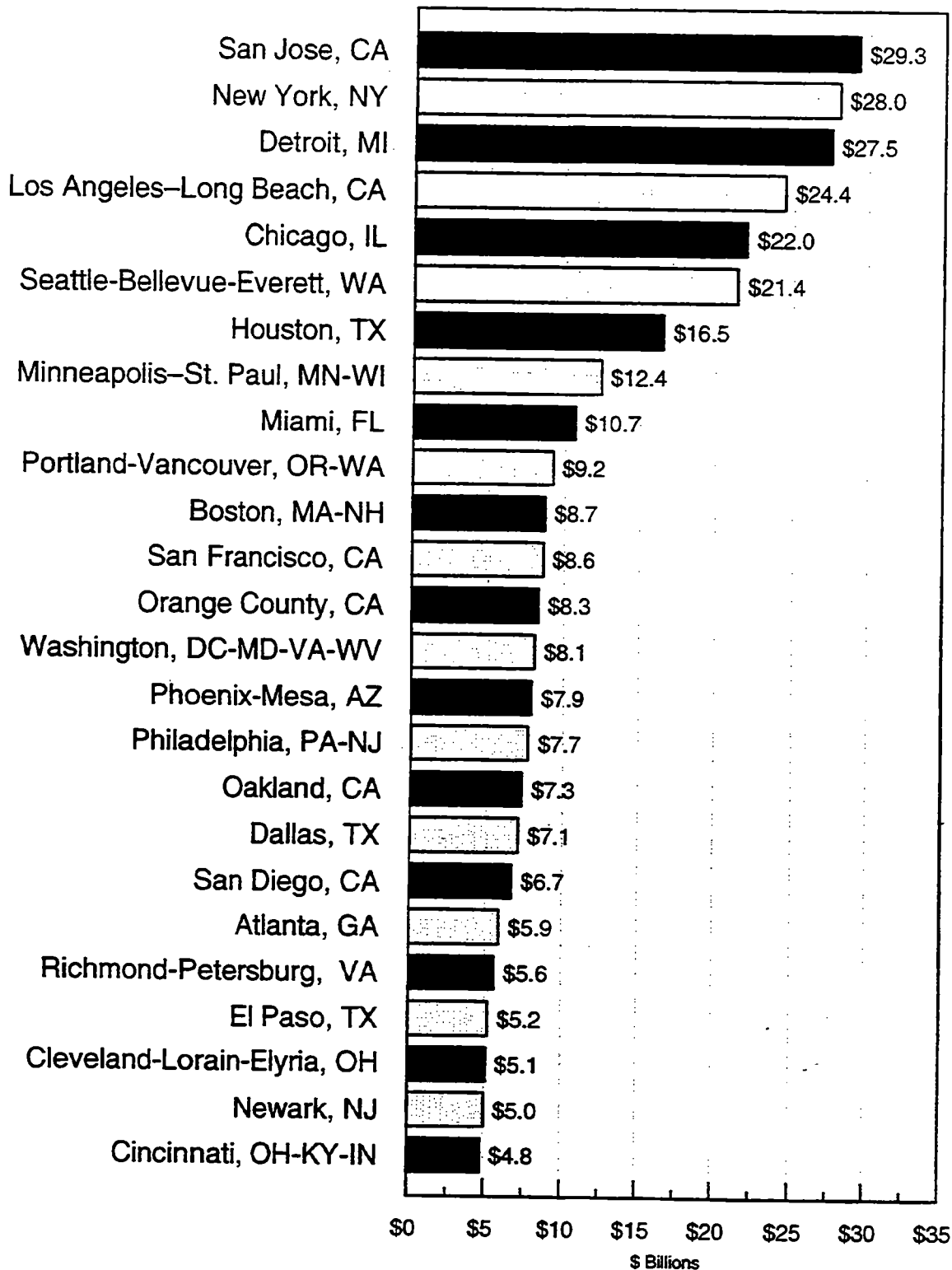
In some cases, details in tables may not add to totals due to rounding. Additionally, rounding may produce small differences between figures cited in tables, text, and graphs.

SUMMARY GRAPHS

Top 25 Metro Area Exporters, 1996

Ranked by 1996 Dollar Value

(\$ Billions)

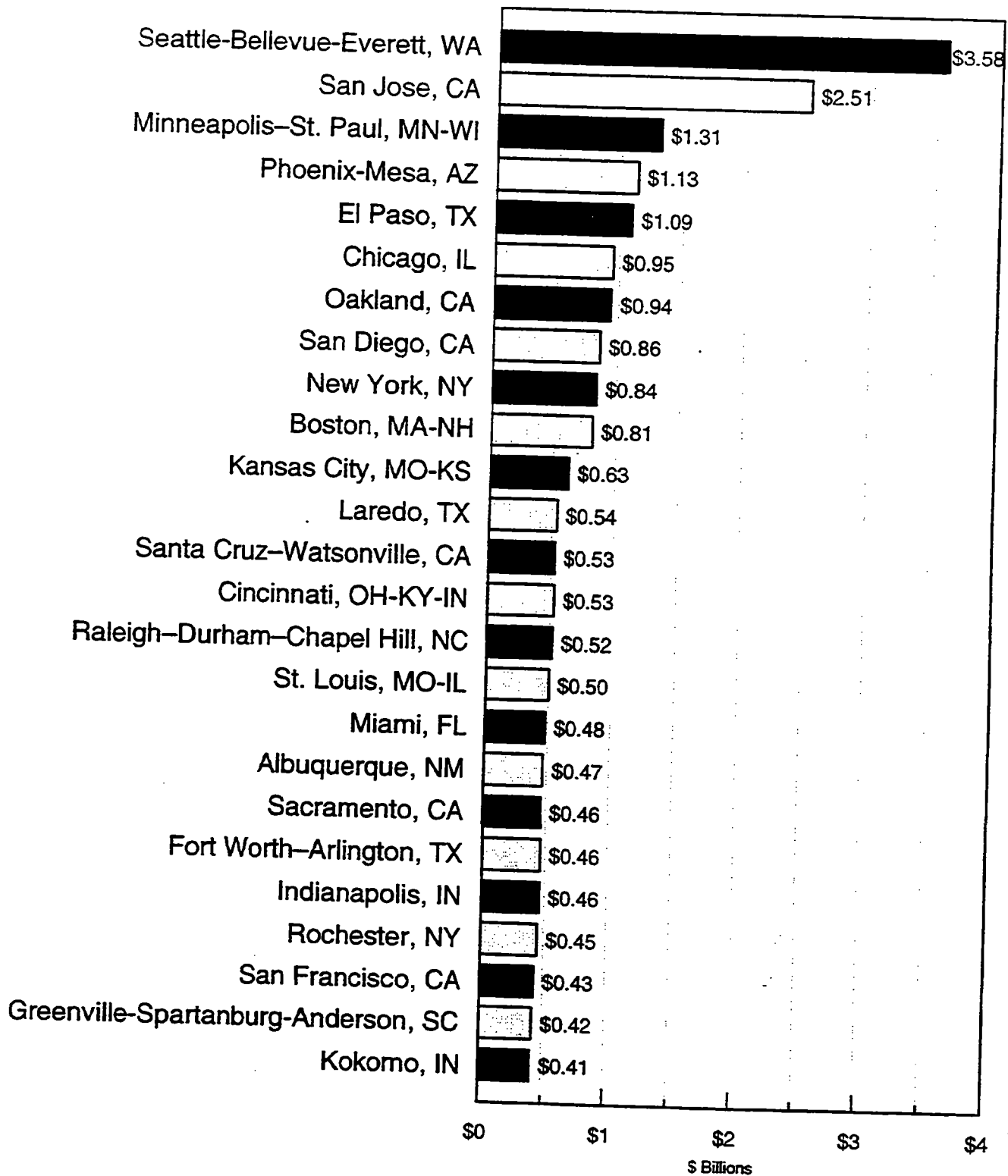


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1995-96

Ranked by Growth in Merchandise Export Value

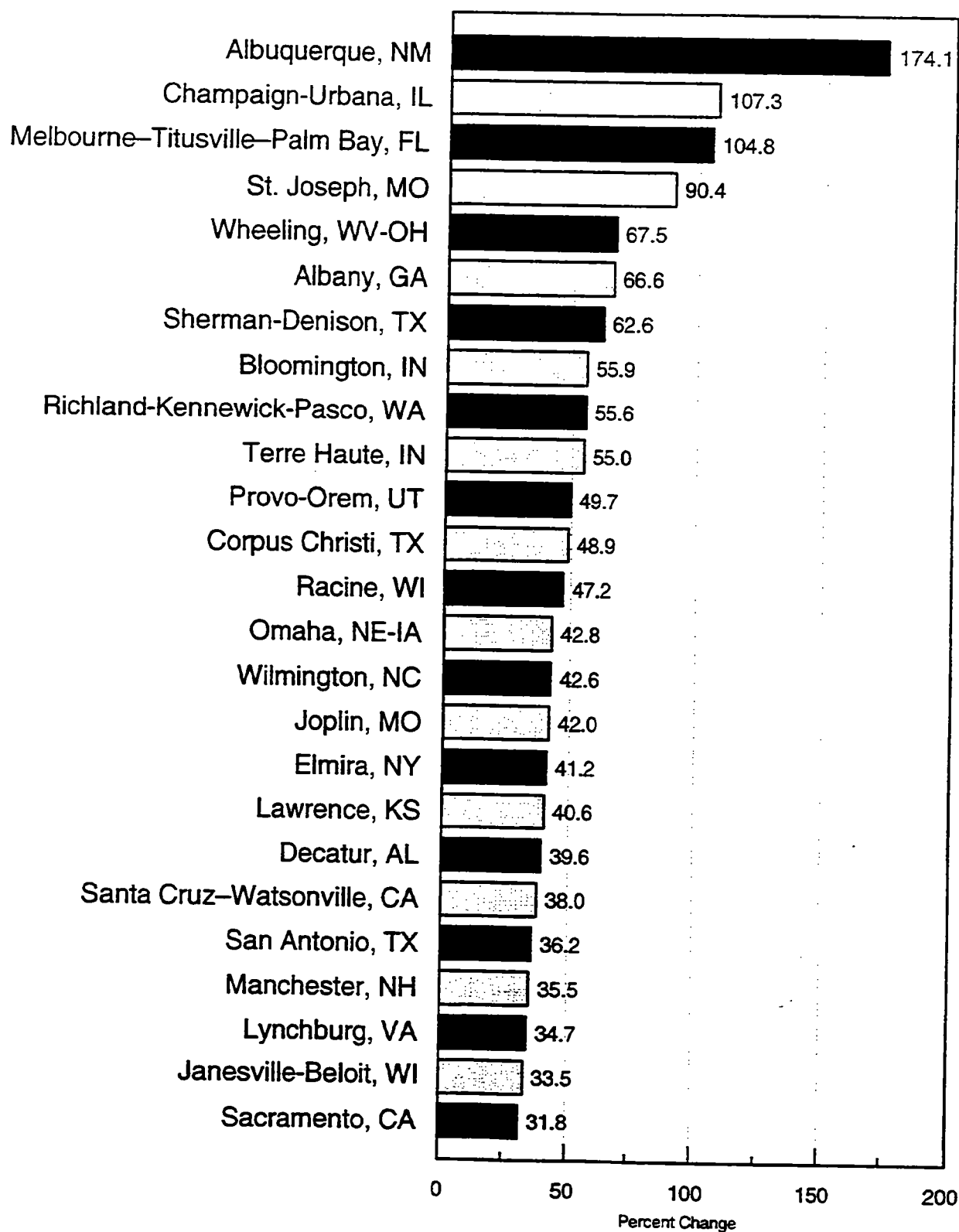
(\$ Billions)



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

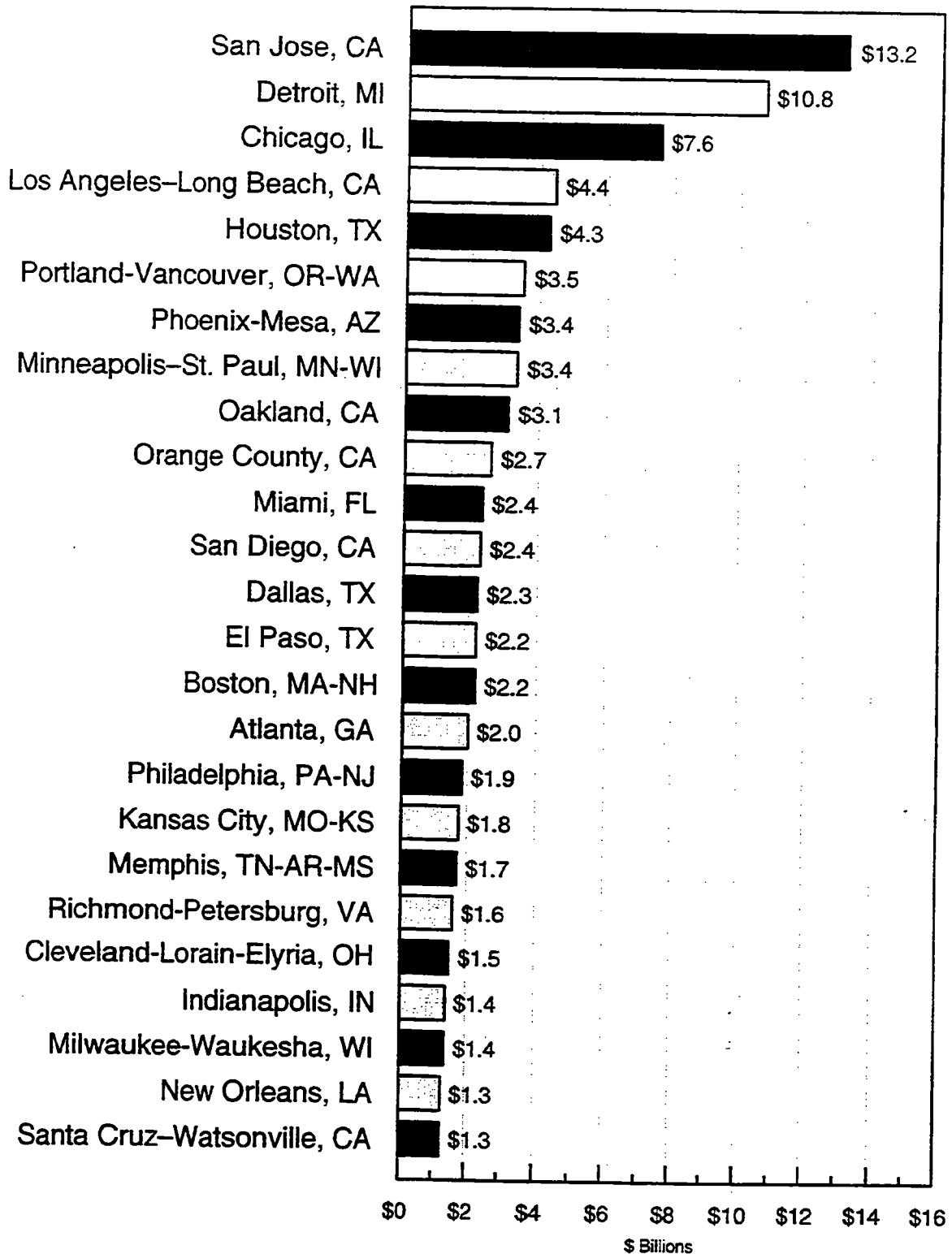


Source: Exporter Location Series, U.S. Census Bureau. Prepared by International Trade Administration, U.S. Department of Commerce.

Greatest Dollar Gains for Metro Areas, 1993-96

Ranked by Growth in Merchandise Export Value

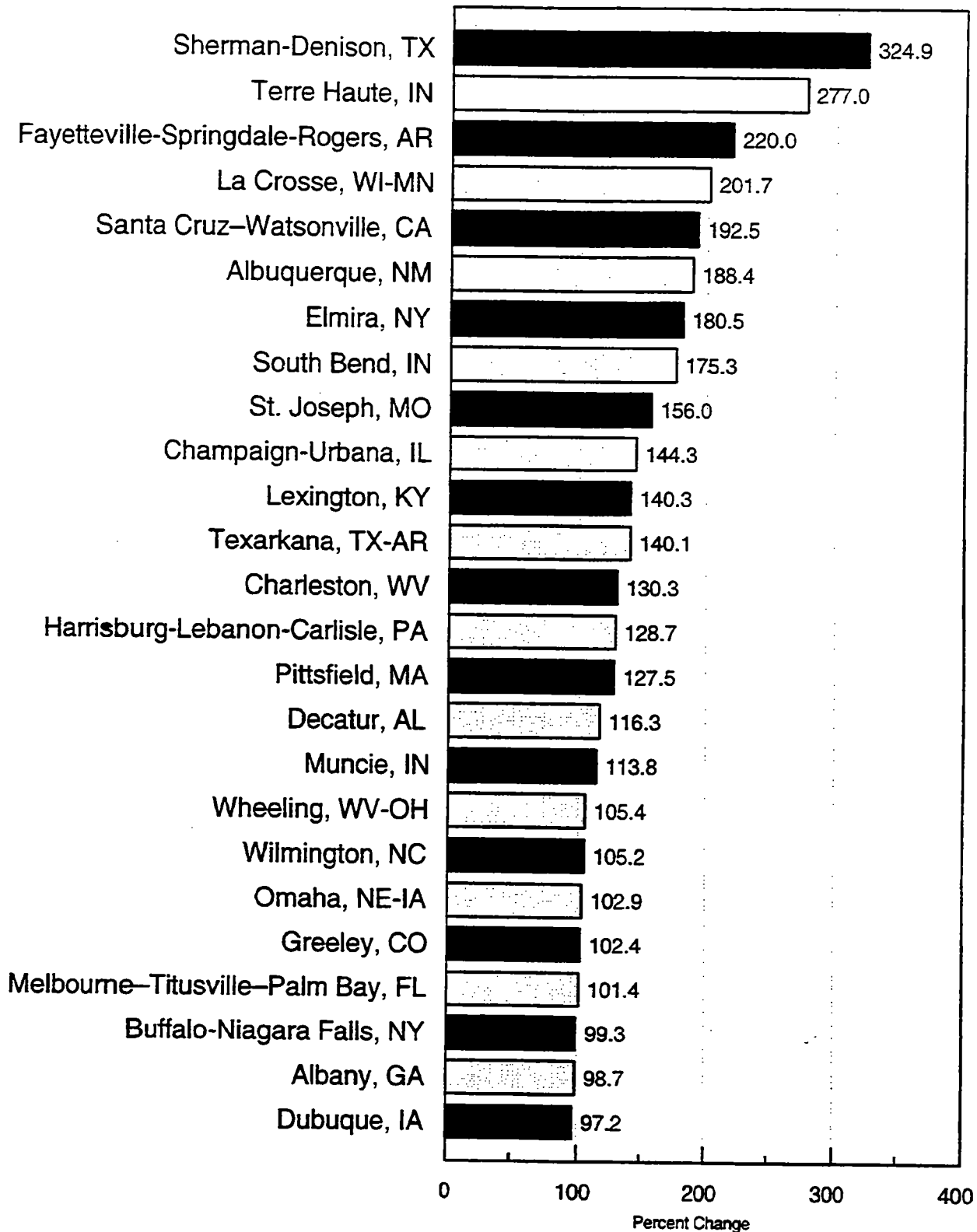
(\$ Billions)



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

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
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

* 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>
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

* 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>
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

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
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--Hunsterdon, 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

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
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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<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

Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
	1993	1994	1995	1996	\$	%	\$	%
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

* 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 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	27,970,306,919	-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	8,560,406,805	-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	7,912,039,679	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--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
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	967,261,858	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

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		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	800,051,334	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	775,520,036	436,358,960	128.7	174,547,312	29.0
98	Knoxville, TN	580,408,061	689,179,313	633,188,407	764,136,738	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

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		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	494,799,575	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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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	\$	%	\$	%
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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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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		1993	1994	1995	1996	\$	%	\$	%
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	198,233,604	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	1,312,156,736	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--Huntenon, 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--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
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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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	\$	%	\$	%
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	47,467,843	12.5
95	St. Joseph, MO	36,880,396	39,198,221	49,580,703	94,412,765	57,532,369	156.0	44,832,062	90.4
96	Lancaster, PA	406,093,457	469,339,181	581,528,332	626,224,665	220,131,208	54.2	44,696,333	7.7
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	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
99	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
100	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
101	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
102	Augusta--Alken, 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	Honolulu, HI	187,787,670	215,515,649	228,238,973	265,744,355	77,956,685	41.5	37,505,382	16.4
104	Spokane, WA	254,379,191	269,397,539	310,892,214	347,879,499	93,500,308	36.8	36,987,285	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	33,144,966	2.3
106	Reading, PA	300,573,485	271,606,223	293,424,354	326,183,744	25,610,259	8.5	32,759,390	11.2
107	Wausau, WI	122,465,071	113,577,562	117,277,854	148,856,115	26,391,044	21.5	31,578,261	26.9
108	Toledo, OH	836,073,213	986,928,080	1,177,715,491	1,207,523,437	371,450,224	44.4	29,807,946	2.5
109	Jackson, MI	95,465,271	96,270,060	98,478,171	128,123,008	32,657,737	34.2	29,644,837	30.1
110	Canton--Massillon, OH	250,176,671	315,936,317	377,170,351	405,984,758	155,808,087	62.3	28,814,407	7.6
111	Jackson, MS	141,225,513	154,261,115	203,013,240	231,400,561	90,175,048	63.9	28,387,321	14.0
112	Fargo--Moorhead, ND--MN	111,847,927	137,258,753	155,009,615	181,892,036	70,044,109	62.6	26,882,421	17.3

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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	\$	%	\$	%
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	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
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	7,173,381	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

* 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 Dollar Changes

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		1993	1994	1995	1996	\$	%	\$	%
201	Fresno, CA	\$673,103,211	\$763,407,316	\$714,388,494	\$691,807,510	\$18,702,299	2.8	-\$22,380,984	-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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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	\$	%	\$	%
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	-513,277,153	-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	-595,856,330	-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

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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 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	Shenman--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	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
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--Huntenon, 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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Ranked by 1995-96 Percentage Changes

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		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	MoAllen--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	-4.3
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

Rank	Metropolitan Statistical Area	Dollar Value				1993-96 Changes		1995-96 Changes	
		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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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	\$	%	\$	%
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

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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	\$	%	\$	%
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

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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 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	943,941,463	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--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
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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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	115,592,603	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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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

* 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	\$	%	\$	%
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	-21,434,773	-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

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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	\$	%	\$	%
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

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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 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	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
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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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	29.3	\$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--Hunferdon, 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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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	\$	%	\$	%
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	15.5	-\$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

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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	\$	%	\$	%
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

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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	\$	%	\$	%
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

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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

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	17,680,285	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	9,460,583	9,328,342	-132,161	-1.4
Texas	18,045,460	31,869,207	33,879,611	35,622,483	40,488,977	45,192,646	48,252,054	3,059,408	6.8
Utah	667,429	1,685,660	2,167,657	2,045,015	2,233,076	2,313,412	2,768,491	455,078	19.7
Vermont	265,572	1,966,321	1,837,409	2,276,004	2,304,297	2,683,579	2,610,829	-72,750	-2.7
Virginia	3,147,793	8,835,544	8,468,117	8,118,380	9,947,272	10,425,230	10,925,992	500,762	4.8
Washington	10,317,038	27,337,619	28,664,274	27,397,726	25,062,327	22,032,006	25,498,048	3,466,042	15.7
West Virginia	656,321	882,103	872,642	754,077	940,642	1,097,937	1,217,925	119,988	10.9
Wisconsin	2,939,795	4,937,338	5,768,437	5,810,366	6,927,927	8,004,453	8,409,713	405,259	5.1
Wyoming	60,273	52,195	84,911	88,509	95,377	101,206	123,684	22,477	22.2
Puerto Rico	1,980,613	3,791,823	4,222,657	4,365,071	4,618,897	4,704,585	5,188,399	483,804	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.

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FROM: DAVIES

DOC DATE: 23 SEP 97
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LEGISLATIVE REFERRAL

PERSONS:

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RECIPROCAL TRADE AGREEMENT ACT OF 1997

ACTION: RICE SGD MEMO

DUE DATE: 22 SEP 97 STATUS: C

STAFF OFFICER: EDDLEMAN

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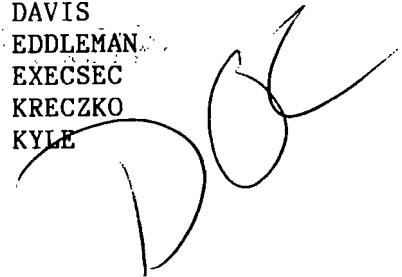
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LEGISLATIVE REFERRAL

PERSONS:

SUBJECT: REVISED COMMERCE TESTIMONY ON US TRADE REPRESENTATIVE DRAFT BILL ON
EXPORT EXPANSION & RECIPROCAL TRADE AGREEMENTS ACT OF 1997

ACTION: PREPARE MEMO DAVIES TO PETERSON

DUE DATE: 22 SEP 97 STATUS: S

STAFF OFFICER: LEE

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D O C U M E N T D I S T R I B U T I O N

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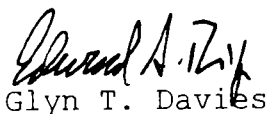
WASHINGTON

September 23, 1997

MEMORANDUM FOR RONALD K. PETERSON

SUBJECT: Revised Commerce Testimony on USTR Draft
Bill on Export Expansion and Reciprocal Trade
Agreements Act of 1997

NSC concurs with the subject testimony.



Glyn T. Davies

for: Executive Secretary

URGENT

6379

Total Pages: 12

LRM ID: AER202

**EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
Washington, D.C. 20503-0001****Friday, September 19, 1997****LEGISLATIVE REFERRAL MEMORANDUM**

TO: Legislative Liaison Officer - See Distribution below

FROM: Ronald K. Petersen (for Assistant Director for Legislative Reference)

OMB CONTACT: Annette E. Rooney
PHONE: (202)395-7300 FAX: (202)395-5691

SUBJECT: **REVISED COMMERCE** Testimony on US Trade Representative Draft Bill on Export Expansion and Reciprocal Trade Agreements Act of 1997 (Fast Track)

DEADLINE: 3:00 P.M. Monday, September 22, 1997

In accordance with OMB Circular A-19, OMB requests the views of your agency on the above subject before advising on its relationship to the program of the President. Please advise us if this item will affect direct spending or receipts for purposes of the "Pay-As-You-Go" provisions of Title XIII of the Omnibus Budget Reconciliation Act of 1990.

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128-US Trade Representative - Fred Montgomery - (202) 395-3475

EOP:

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Victoria Radd

LRM ID: AER202 SUBJECT: REVISED COMMERCE Testimony on US Trade Representative Draft Bill on Export Expansion and Reciprocal Trade Agreements Act of 1997 (Fast Track)

**RESPONSE TO
LEGISLATIVE REFERRAL
MEMORANDUM**

If your response to this request for views is short (e.g., concur/no comment), we prefer that you respond by e-mail or by faxing us this response sheet. If the response is short and you prefer to call, please call the branch-wide line shown below (NOT the analyst's line) to leave a message with a legislative assistant.

You may also respond by:

- (1) calling the analyst/attorney's direct line (you will be connected to voice mail if the analyst does not answer); or
- (2) sending us a memo or letter

Please include the LRM number shown above, and the subject shown below.

TO: Annette E. Rooney Phone: 395-7300 Fax: 395-5691
Office of Management and Budget
Branch-Wide Line (to reach legislative assistant): 395-6194

FROM: _____ (Date)
 _____ (Name)
 _____ (Agency)
 _____ (Telephone)

The following is the reponse of our agency to your request for views on the above-captioned subject:

Concur

 No Objection

No Comment

See proposed edits on pages

Other: _____

FAX RETURN of _____ pages, attached to this reponse sheet

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**Testimony of Timothy J. Hauser
Acting Under Secretary of Commerce for International Trade**

Our Commercial Stake in Fast Track and in Hemispheric Integration

**House International Relations Committee
Subcommittee on International Economic Policy and Trade**

September 24, 1997

Madame Chairman, Members of the Subcommittee:

Thank you for the opportunity to testify today. Your hearing could not be more timely given the upcoming consideration of fast track authority and the importance of access to international markets to our domestic economic well being. Today, we are enjoying the fruits of 5 years of labor by President Clinton and the U.S. Congress to open markets and expand exports, and the NAFTA as well as the WTO are key accomplishments in that regard. However, in order to pursue additional opportunities for American firms, farms and workers, the President needs fast track. We have a large agenda waiting for us in the WTO, in sectoral negotiations, and in regional agreements.

The Renewal of the President's Traditional Negotiating Authority

On September 16, 1997, the President sent to the Congress his proposals for renewing his traditional trade negotiating authority. In crafting this legislation the President reemphasized his commitment to three objectives:

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- to break down unfair foreign trade barriers and create good American jobs;
- to promote and advance worker rights; and,
- to promote responsible environmental protections.

As we renew fast track authority, the goal has been to give the President an array of negotiating tools to advance those objectives and level the playing field for American workers in the trade deals in partnership with the Congress. The bill:

- Provides Authority to Open Markets: The bill gives the authority to the President to negotiate global, regional, sectoral, and/or bilateral trade agreements, which would be brought back for Congressional approval under "fast track" procedures (limited debate, no amendments). This authority is critical to give our negotiators the credibility they need to secure good agreements.
- Reaffirms Commitment to Labor and the Environment: The bill includes a specific negotiating objective to improve labor rights and environmental protection abroad (a first ever reference to the environment in fast track legislation). Provisions in bilateral free trade agreements must be "directly related to trade" but the Administration may also seek side agreements, where appropriate.

- **Pursues Trade Priorities:** The bill contains negotiating objectives emphasizing key U.S. trading interests, such as agriculture, services, investment, intellectual property, and the need for the U.S. to preserve its health and safety laws and to vigorously enforce U.S. trade laws.
- **Provides for Enhanced Congressional Consultations:** The bill has added strong language to ensure Congress is a full partner in setting objectives and establishing trade priorities for American negotiators, including some provisions that have never before been included in fast track bills:
 - 1.) A requirement that the Administration inform Congress of its negotiating objectives for a specific agreement before negotiations begin;
 - 2.) A requirement that the Administration consult before signing a trade agreement about any parallel agreements, such as labor and environmental side agreements.
- **Duration:** The authority would be granted until 2001, with the possibility of extension until 2005 unless Congress disapproves.

Where We Are Heading

Madame Chairman, the global economy is expanding, and there are many opportunities for the United States to take advantage of -- if barriers to our products are reduced.

Regrettably, it is not always appreciated in the United States that trade is good for workers, consumers and farmers. Too few people understand that almost one-third of our economic growth since 1992 is due to our exports of goods and services or that export-related jobs pay 13-16% more than other jobs. With few trade barriers of its own, the United States can only gain by negotiating the elimination of much higher barriers overseas. But those are the facts.

The Administration is pursuing a broad agenda on trade focussed in three general areas. First, we will seek to engage in global negotiations in the WTO aimed at lowering barriers to agricultural goods, services and infrastructure trade. We can attack export subsidies in agriculture and open new opportunities in the vast international services market like health care, education, entertainment and business services. We have unfinished business in government procurement and intellectual property rights protections as well. This year, we begin the negotiation on government procurement, followed by intellectual property rights in 1998, agriculture in 1999, and then services in 2000. Government procurement opportunities amount to a trillion-dollars in Asia alone over the next decade; agriculture, a \$600-billion market globally; services, a \$1.2 trillion market.

The recent Information Technology Agreement (ITA) is a good example of the second kind of fast track use, for sectoral initiatives. The ITA eliminated tariffs and freed \$500 billion of trade. Our tariff barriers in information technology products were zero or very low; Asia's averaged 30 percent. We agreed with 43 countries that those tariffs with few exceptions should be eliminated by 2000. We want to work on an ITA-2 -- that is to expand the scope of the products encompassed by this extremely ambitious initiative. And with fast track authority, we can extend

4

this kind of successful opening to other sectors where the United States is most competitive but global barriers tend to be high, such as environmental equipment and services, medical equipment and technology, etc. We have already begun this process in the APEC context, where we are pursuing market openings for agriculture, energy, high technology and environmental goods and services.

The third use is for comprehensive trade agreements with individual countries or regions, like Chile and the Free Trade Area of the Americas. We want to concentrate on the best emerging markets in Latin America, Africa, and Asia that will grow much more rapidly than our own mature market and that of Europe in the next decade. We must have fast track authority going into these talks or countries will not negotiate seriously with us. Our competitors are not waiting: since 1992, in Latin America and Asia alone, our competitors have negotiated over 20 agreements that don't include the United States.

Sectoral Initiatives

The President has rightly noted that numerous barriers remain in those sectors where we are particularly competitive. He seeks to reduce those barriers and thereby increase the strength of the American economy and the security of workers' jobs. Lowering barriers globally in individual sectors would complement the lowering of all barriers in specific regions.

A few facts will illustrate this:

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- In the automotive sector, automotive parts alone accounted for nearly \$41 billion in U.S. exports last year; this represented more than one-quarter of all U.S. auto parts production. Vehicle exports exceeded \$24 billion, and collectively parts and vehicle exports amount to more than 10 percent of our total exports. In percentage terms, this amounts to about twice the impact the industry has on our GDP (where it accounts for 5 percent of output), a ringing endorsement of the competitiveness of the 1.2 million men and women who are directly employed by this industry.
- The energy equipment sector shipped over \$15 billion abroad last year, about 30 percent of all of the sector's shipments. We are competitive in this sector -- last year we ran a trade surplus of over \$6 billion. In less than ten years, experts expect that this sector's exports will exceed domestic shipments as demand for energy in the developing world grows at double the rate for industrial countries.
- The environmental technologies sector is one of the fastest growing sectors worldwide and the United States is at the cutting edges of that development. About one dollar of every twelve in this sector's earnings came from revenues generated outside the United States. This represents a 20 percent increase over the previous year. Moreover, the United States currently is the world's largest exporter and we expect the market to grow by double-digits in Asia and Latin America over the next 15 years.
- The information technology industries account for more than 3.5 million domestic jobs and over \$166 billion in shipments in 1996. Our info-tech companies as a whole export about



one-third of their production; and I should also note, in the telecommunications sector the United States accounts for one-third of the world's shipments. Clearly, in these industries we can continue to set the pace and we must continue to position ourselves so that we can take advantage of the growth to come in the near future. Both Asia and Latin America anticipate double-digit growth -- at least twice as much as Europe and the United States.

Access to markets in Latin America, Asia, as well as Africa are important to our firms, farms and workers. We have active trade liberalization efforts in both Latin America and Asia, and we want to foster economic prosperity and development in Africa.

Our Trade with Latin America -- A Case Study

The most immediate use and need for fast track is in the Western Hemisphere. Our trade relationship with this hemisphere is rapidly evolving as every country in the region, except Cuba, has embraced democratic principles, market-oriented economic reforms, and trade liberalization. The President has indicated that his first use of fast track would be to conclude a comprehensive free trade agreement with Chile. Here are some facts about our trade with the region.

- Our trading relationship with Canada and Mexico, our NAFTA partners, is already our largest in the world. Those two countries buy \$3 out of every \$10 that the United States exports. They also supply \$3 out of every \$10 that the United States purchases from other countries. In 1996, U.S. trade with them stood at \$420 billion -- a one-third increase since 1993.
- 

- This year that growth continues -- exports to Canada and Mexico are up by over 15 percent. And, our exports to the rest of the Hemisphere's countries are up nearly twenty percent. This makes the hemisphere far and away the most attractive growth market for the United States in the world, out pacing our exports to the rest of the world in 1997 by 3:1. In fact, the 33 countries that would join us in forming a Free Trade Area of the Americas (FTAA) account for two-thirds of U.S. export growth in the first half of this year (latest data available).
- A comprehensive FTA with Chile would be the next step for the United States in the creation of an FTAA. Much has been made over the Chilean economic model which has energized the private sector, reduced state controls over that economy, and in general raised the living standards of most of its citizens. Other Latin countries have adopted much of the Chilean philosophy, and to the benefit of our entrepreneurs.
- During this decade, our exports to Chile have grown from \$1.7 billion to \$4.1 billion. Last year, we sold more to Chile -- a country of 14 million people -- than we did to Russia (148 million) or to Indonesia (some 195 million). Clearly, it is in our interest to bring Chile into an FTAA and to demonstrate to the rest of the world that responsible economic policies do matter to the United States.

Nowhere in the world are we as competitive as we are in Latin America. The U.S. supplies over two-fifths of the region's imports.

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We already have benefitted from the liberalization that has occurred in Latin America and the Caribbean. During this decade (1990-96), U.S. exports to Latin America and the Caribbean Basin, including Mexico, doubled from \$54 billion to \$109 billion. And these sub-regional trade agreements have broken much new ground and demonstrate the potential of free trade. For example, in 1990, Mercosur's trade among its members amounted to just nine percent of its total exports; by 1996 it had more than doubled to twenty percent. For the Andean Pact region, intra-pact trade amounted to three percent in 1990; by 1996 it had more than tripled to over ten percent. This growth shows that regional integration is working at a rapid pace. And these agreements can help prepare countries for eventual hemispheric free trade by injecting greater competition to their economies.

But there are real reasons for concern, and they suggest we must get on with the FTAA, and soon. While the U.S. is sitting on the sidelines, our exporters -- both farmers and manufacturers - are facing an increasing price disadvantage in countries that have negotiated free trade agreements with others but not with us. Chile is a prime example. Chile has sought to maximize its benefits from free trade, and has signed trade agreements with Mercosur, with Canada and with Mexico (as well as being a member of APEC.) A recent study by the American Chamber of Commerce in Chile has identified some \$500 million in U.S. export sales that have been lost to other suppliers from these countries that can take advantage of duty preferences already in place - advantages that are not available to U.S. suppliers. There is a viable free trade process in place ready to produce results once we get fast track.



Conclusion

There is much to be gained from tearing down trade barriers abroad. Today, millions of Americans directly or indirectly owe their jobs to exports. The United States is the world's largest exporter. If we do not choose to take the lead now, we run the real risk of falling behind. Already, strategic alliances are being formed without us. Without fast track, our trading partners will not negotiate with us. It's as simple as that. Without fast track, we run the risk of losing the gains we have made and our commanding competitive position.

As the President noted last week, "Other countries look at this decision in the United States as a decision about whether we continue to lead the world toward freedom and openness and partnership. And make no mistake about it, it is about more than economics, but increasingly our foreign policy and our economic policy are merging. And what is good for us economically, when it is good for other countries economically, advances the cause of freedom and prosperity and free markets and stability and partnership."

The proliferation of trade agreements in recent years demonstrates the importance of not standing on the sidelines. There is opportunity in the global market place -- if we choose to take it. If we chose not to, then the economic growth and jobs of tomorrow will go to those who took the challenge today. For unfortunately, in today's global competitive economy, the status quo does not mean standing in place; it means falling behind.

Thank you, Madame Chairman.

THE WHITE HOUSE
WASHINGTON

September 22, 1997

ACTION

MEMORANDUM FOR GLYN T. DAVIES *GD*

THROUGH: ROBERT D. KYLE *RK*

FROM: LINDA EDDLEMAN *LE*

SUBJECT: Revised Commerce Testimony on USTR Draft
Bill on Export Expansion and Reciprocal Trade
Agreements Act of 1997

Attached for your signature at Tab I is a memorandum for Ronald Peterson conveying NSC/NEC concurrence on USTR Testimony on Revised Commerce Testimony on USTR Draft Bill on Export Expansion and Reciprocal Trade Agreements Act of 1997.

Concurrence by: *LE* Will Davis and *AS* Alan Kreczko

RECOMMENDATION

That you sign the memorandum to Ronald Peterson at Tab I.

Approve _____ Disapprove _____

Attachment

Tab I Davies Memo to Peterson
Tab II Incoming

Concurrence telephoned-in to USTR on September 22.

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RECORD ID: 9706380
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TO: PETERSON, R

FROM: DAVIES

DOC DATE: 23 SEP 97
SOURCE REF:

KEYWORDS: INTL TRADE
LEGISLATIVE REFERRAL

AGRICULTURE

PERSONS:

SUBJECT: AGRICULTURE TESTIMONY ON EXPORT EXPANSION & RECIPROCAL TRADE
AGREEMENTS ACT OF 1997

ACTION: RICE SGD MEMO

DUE DATE: 22 SEP 97 STATUS: C

STAFF OFFICER: EDDLEMAN

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FILES: WH

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TO: DAVIES

FROM: PETERSON, R

DOC DATE: 19 SEP 97
SOURCE REF: AER203

KEYWORDS: INTL TRADE
LEGISLATIVE REFERRAL

AGRICULTURE

PERSONS:

SUBJECT: AGRICULTURE TESTIMONY ON EXPORT EXPANSION & RECIPROCAL TRADE
AGREEMENTS ACT OF 1997

ACTION: PREPARE MEMO DAVIES TO PETERSON DUE DATE: 22 SEP 97 STATUS: S

STAFF OFFICER: LEE

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FOR ACTION
LEE

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JONES, K
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West Wing Desk	<u>2</u>	<u>9/23</u>	<u>D</u>
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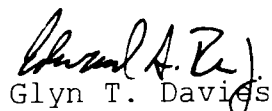
WASHINGTON

September 23, 1997

MEMORANDUM FOR RONALD K. PETERSON

SUBJECT: Agriculture Testimony on Export Expansion and
Reciprocal Trade Agreements Act of 1997

NSC concurs with the subject testimony.



Glyn T. Davies

for: Executive Secretary

URGENTTotal Pages: **15pgs**

LRM ID: AER203

**EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
Washington, D.C. 20503-0001**

Friday, September 19, 1997

LEGISLATIVE REFERRAL MEMORANDUM

TO: Legislative Liaison Officer - See Distribution below
Ron Peterson
FROM: Ronald K. Peterson (for) Assistant Director for Legislative Reference
OMB CONTACT: Annette E. Rooney
PHONE: (202)395-7300 FAX: (202)395-5691

SUBJECT: **AGRICULTURE** Testimony on Export Expansion and Reciprocal Trade Agreements Act of 1997 (Fast Track)

DEADLINE: **NOON Monday, September 22, 1997**

In accordance with OMB Circular A-19, OMB requests the views of your agency on the above subject before advising on its relationship to the program of the President. **Please advise us if this item will affect direct spending or receipts for purposes of the "Pay-As-You-Go" provisions of Title XIII of the Omnibus Budget Reconciliation Act of 1990.**

COMMENTS: USTR will also be testifying at this hearing. We will circulate USTR testimony as soon as it is available. If you do not respond by the deadline, we will presume that your agency has no comment.

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128-US Trade Representative - Fred Montgomery - (202) 395-3475
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EOP:

Nancy E. Schwartz
Daniel D. Hoath
Mark A. Weatherly
Susan A. Brophy
Jon D. Haveman
Victoria Radd

**Statement of
August Schumacher, Jr.
Under Secretary, Farm and Foreign Agricultural Services
U.S. Department of Agriculture
Before the General Farm Commodities Subcommittee
House Committee on Agriculture
September 23, 1997**

Mr. Chairman, members of the Subcommittee, I am pleased to appear before you today with Deputy U.S. Trade Representative Jeffrey Lang, to discuss the Administration's proposal to renew fast track authority, "Export Expansion and Reciprocal Trade Agreements Act of 1997," and how we plan to use that authority to advance the interests of U.S. agriculture.

Future growth in farm income -- and growth in income and jobs from handling farm products -- is going to come from trade. This is why the debate over renewal of fast track authority is the most critical trade policy debate now underway.

Why Trade Matters to U.S. Agriculture

All of us recognize that agriculture's future is tied to trade. U.S. agricultural exports climbed to \$60 billion in 1996, the highest ever. This year's figure will be the second highest on record. Between 1990 and 1996, the value of U.S. agricultural exports has increased by \$20 billion, or nearly 50 percent. Each week, on average, American producers and processors are exporting \$1.1 billion in farm and food products to foreign markets.

American agriculture is more than twice as reliant on foreign trade as the U.S. economy as a whole, with exports currently accounting for an estimated 30 percent of agriculture's cash receipts. Production from up to a third of U.S. cropland is exported.

According to a recent analysis, the share of U.S. agricultural production that is exported averages about 26 percent for coarse grains, 49 percent for rice, 54 percent for wheat, 36 percent

for soybeans, 45 percent for cotton, and 57 percent for hides and skins. Exports are agriculture's source of future growth in sales and income. The domestic U.S. market is relatively mature and slow growing, while global demand is expanding rapidly. More than 95 percent of the world's consumers live outside U.S. borders.

Of course, agricultural trade is also important to the overall U.S. economy. USDA estimates indicate that U.S. agricultural exports support nearly a million jobs, more than 60 percent of those jobs being off the farm in the areas of processing, handling, transportation, and trade. Export-related jobs pay higher than average wages, providing good-paying jobs for American workers in rural and urban areas throughout the nation.

In addition, agriculture is one of the few U.S. industries that consistently runs a trade surplus. In fact, among industry sectors, agriculture was the leading positive contributor to the U.S. trade balance in 1996 -- not chemicals, industrial machinery, or computers, but agriculture. Our agricultural trade surplus in fiscal 1996 topped \$27 billion, the largest farm trade surplus in our history, and enough to pay for virtually all the cars imported last year from Japan and Germany combined.

How Trade Agreements Have Expanded Export Opportunities for U.S. Products

Today, the United States is the world's largest exporter of food and farm products, commanding around a 22-percent share of global agricultural trade. If it were not for past trade agreements, I very much doubt that we could make this claim.

While we still have many trade issues and inequities to resolve, trade agreements have helped expand export opportunities. These agreements have opened markets, reduced the unfair competition, brought some discipline to sanitary and phytosanitary barriers, and introduced more effective dispute-settlement procedures in global trade.

For example, as a result of the Uruguay Round:

- ▶ Japan had to open its market to imported rice. Japan's minimum rice imports will grow from 550,000 tons in 1995 to 758,000 tons by 2001.
- ▶ U.S. corn exports to the Philippines set a record of approximately 400,000 metric tons in 1996/97 following the tariffication of that country's corn import ban.
- ▶ Under the World Trade Organization (WTO) Sanitary-Phytosanitary Agreement, the United States has won major victories against unfair trade barriers that were not scientifically justifiable. The United States won a WTO case against the European Union's (EU) ban on imports of red meat from animals treated with growth-promoting hormones. The WTO panel found that the EU ban was unjustified and unfairly restricted U.S. exports.
- ▶ The EU agreed to reductions in both the quantity and budgetary outlay for export subsidies for wheat and flour. The Uruguay Round provides assurance that the EU will not return to the extremely high, distortive subsidy levels of the past.
- ▶ The Philippines reduced tariffs on soybeans and soybean meal. The resulting lower prices for soybean meal, coupled with increased market access, led to increased imports by the Philippines. The United States accounted for all of the Philippines' soybean imports and half of its soybean meal imports in 1996.
- ▶ Hong Kong bound its cotton tariff at zero. Since 1993, the value of U.S. cotton exports to Hong Kong has risen more than 55 percent to \$42 million in 1996.
- ▶ Japan will reduce its beef tariff from 50 percent to 38.5 percent. Tariff reductions already implemented have contributed to a 74-percent increase in U.S. beef export volume since 1990, helping to make the United States the No. 1 supplier of beef to

Japan.

- ▶ Japan agreed to lower incrementally its minimum import price for pork by 29 percent.

Since 1994, U.S. pork exports to Japan have more than doubled, reaching \$750 million last year.

- ▶ Korea has opened its market to poultry imports, which it banned completely until 1994.
- ▶ South Korea established a quota for oranges of 15,000 tons in 1995, 20,000 tons in 1996, and 25,000 tons in 1997. The quota will be expanded thereafter by 12.5 percent annually. Today, Korea is the fourth largest market for U.S. oranges, with exports in 1996 valued at \$14 million, compared to \$2 million in 1994. Moreover, the United States supplies about 95 percent of the Korean orange market.

Under the North American Free Trade Agreement (NAFTA), we can also point to trade success for U.S. agriculture:

- ▶ U.S. corn exports to Mexico reached a record 6.3 million tons in 1996, more than twice the amount required under Mexico's tariff-rate quota.
- ▶ Mexico eliminated its import licensing for wheat and agreed to phase out tariffs over a 10-year period. Since NAFTA went into effect, U.S. wheat exports to Mexico have averaged nearly a million metric tons a year, with 1996 exports totaling more than 1.5 million tons valued at \$325 million.
- ▶ Tariff preferences for U.S. rice helped increase the U.S. market share in Mexico from 40 percent in 1992 to 98 percent last year.
- ▶ Mexico is scheduled to eliminate tariffs on soybean meal and crude and refined soybean oil over a 10-year period. Since 1990, exports of soybeans and products have

tripled to nearly 3 million tons, valued at \$869 million.

- ▶ Mexico will phase its cotton tariff down from 10 percent to zero over 10 years. Last year, Mexico imported \$257 million of U.S. raw cotton, a \$68-million increase over the 1993 level.
- ▶ Under the U.S.-Canada Free Trade Agreement (FTA) and NAFTA, U.S. beef is exempt from Canadian duties and quantitative restrictions. The resulting improvement in the competitive position of U.S. beef led to an increase in U.S. market share to 57 percent in 1996 from 9 percent in 1988.
- ▶ Duty-free treatment for U.S. pork into Canada and Mexico, as a result of the U.S.-Canada FTA and NAFTA, has allowed the United States to capture more than 90 percent of the import market in both these countries.
- ▶ Duty-free access to the Mexican poultry market has propelled Mexico into the third largest market for U.S. poultry exports. In 1996, Mexico imported nearly 5 percent of U.S. broiler meat exports and 41 percent of turkey meat exports.

Why Further Trade Negotiations Are Needed

Despite past progress, trade liberalization is far from complete. U.S. producers continue to face an array of tariff and nontariff barriers, unfair trading practices, and preferential trading arrangements in key markets around the world.

For example, preferential trading arrangements in South America are expanding. Without similar access for U.S. products, we stand to forfeit much of the growth in these key markets. Argentina is expanding its preferential trading arrangements to encompass most of South America's corn importers. Other MERCOSUR members (Brazil, Paraguay, Uruguay) can buy Argentine corn duty free, while U.S. corn continues to face import duties. Similarly, membership

in MERCOSUR gives Argentine wheat preferential access to Brazil and Chile. Preferential tariffs for MERCOSUR partners Argentina and Uruguay make U.S. rice less competitive in Brazil, one of the world's largest markets. And through MERCOSUR, cotton producers in Argentina and Paraguay have preferential access to Brazil, the world's second largest cotton importer.

The recent Canada-Chile free trade agreement provides duty-free access for Canadian durum wheat shipped between April 15 and November 15, with duties for the remainder of the year being phased out over five years. This same agreement allows Canadian producers to ship 4,000 tons of their beef and 3,000 tons of their pork to Chile duty free (and these numbers expand over time), while U.S. beef and pork face 11-percent duties.

Phytosanitary restrictions are increasingly being used as barriers to trade, pointing out the need for further negotiations to improve and extend current disciplines requiring transparent and scientifically justifiable Sanitary and Phytosanitary (SPS) rules. For example, unjustified phytosanitary restrictions are keeping U.S. wheat out of both Brazil (TCK) and Chile (Karnal bunt). The elimination of phytosanitary barriers in countries like Japan, Mexico, Chile, Argentina, China, and India could boost our fresh and processed fruit exports by more than \$200 million.

U.S. grain producers and exporters must compete with government-supported state trading enterprises such as the Canadian Wheat Board. For rice, state trading enterprises in some of the world's largest importing countries, such as Indonesia and the Philippines, restrict the access of U.S. exporters. Fast track is our opportunity to enter into comprehensive negotiations to impose some real discipline on these practices.

Let me give you just three examples of how other countries' preferential trade agreements are hurting U.S. companies.

- ▶ Reilly Dairy and Food Company of Tampa, Fla., has been working to develop markets

for U.S. dairy products, especially in Latin America where U.S. value-added dairy products are desired. But the company faces tough competition from MERCOSUR dairy producers who benefit from preferential duties, and the highly subsidized products of the European Union. In addition, the New Zealand Dairy Board has purchased a cheese plant in Mexico and a milk powder plant in Venezuela to gain access to MERCOSUR and other pact countries and avoid import duties.

- ▶ Russell Stover Candies of Kansas City, Mo., has identified South America as a key market for its confectionery and candy products. However, Russell Stover has to pay high duties to sell its products in South American markets while its competitors in MERCOSUR countries are able to sell their products at much lower prices.
- ▶ Crystal International Corporation of New Orleans, La., can not compete in Caribbean and South American markets because members of the Caribbean common market and MERCOSUR grant each other duty preferences. The company, which manufactures value-added products like sauces and powdered drinks, can't be price competitive in these lucrative markets.

Despite the ground-breaking progress made in past agreements, agriculture remains one of the most protected and subsidized sectors of the world economy. Because U.S. agriculture is the most competitive in the world, the trade distortions in agriculture are a particular problem for the United States. As U.S. agriculture increasingly turns to world markets to increase sales, trade agreements that open markets and reduce unfair competition are critical for protecting and improving the health of the U.S. agricultural sector. Free and fair trade allows one of our nation's greatest assets--the competitive strength of American agriculture--to work to full advantage.

And we need fast track to get there.

How Fast Track Will Be Used

The Administration is seeking broad fast-track authority that can be used where needed, where appropriate, and where it is in U.S. interests. This would provide the negotiating flexibility to move forward on multilateral, regional, and bilateral initiatives that present opportunities to advance U.S. economic and agricultural interests.

We are already planning for the next phase of multilateral trade negotiations on agriculture under the WTO, scheduled to begin in a little more than two years. Clearly, further work in the WTO is a high priority. The WTO is the only way for us to address comprehensively the high tariffs or trade-distorting subsidy policies still maintained by many countries around the world. The U.S. role will determine whether world agricultural trade liberalization continues or not.

Several key issues stand out:

- ▶ Substantial further reductions in tariffs are needed. High tariffs in other countries raise costs for our exporters, and many tariffs are high enough to shut us out of markets.
- ▶ Tariff-rate quotas (TRQ's) should be substantially increased or effectively eliminated by cutting the out-of-quota duty. Small TRQ quantities and high out-of-quota duties cap U.S. exports. Restrictive methods of administering TRQ's also impede trade.
- ▶ Export subsidies should be further cut or eliminated. Our producers don't need export subsidies to compete as long as other countries are not driving them out of markets with subsidized products.
- ▶ Rigorous disciplines should be imposed on the activities of state trading enterprises. In today's economy, there is no justification for monopoly importers or single-desk exporters unless a country is trying to disguise protection or support.
- ▶ Tighter disciplines are called for in order to prevent countries from circumventing their

trade commitments through disguised subsidies and nontariff measures.

Implementation of Uruguay Round commitments has generally been good, but we are uncovering some practices that appear inconsistent with the spirit, and possibly the letter, of WTO rules.

- ▶ Rules on sanitary and phytosanitary measures should be tightened so countries cannot disguise protectionist intentions or pander to irrational concerns regarding public health. We want to ensure that other countries establish measures for biotechnology and food safety on the basis of sound science, and we will oppose any efforts to water down current rules.

It is also time to begin negotiations on a comprehensive free-trade agreement with Chile. Our two NAFTA partners already have free trade agreements with Chile. Opportunities are developing here in the Americas that we do not want to miss. We want to push our trading partners to move ahead on the Free Trade Agreement of the Americas (FTAA) agenda for free trade in this hemisphere and on the longer term Asia Pacific Economic Cooperation (APEC) forum commitment to freer trade in the Asia-Pacific region. In addition, new agreements in such areas as Africa may, in time, offer promise for the United States to open up export markets and ensure growth opportunities for years ahead.

But let me make one thing clear. Fast track is not a back door or a blank check to new trade agreements. Congress and the private sector will be involved from the very beginning and through every step of any future negotiations. The fast track process requires extensive consultations, as well as final review and approval of any agreement by a majority vote in both Houses of Congress. Fast track simply sets a timetable for congressional deliberations and requires that Congress vote to approve or reject the final agreement as negotiated, without further

amendment.

Despite its name, fast track does not set the negotiating pace. U.S. negotiators face no time limit. As the Uruguay Round demonstrated, they are free to continue negotiating for as long as it takes to achieve an agreement meeting U.S. requirements.

U.S. Agriculture Will Pay a Price If Fast Track Is Not Granted

With fast track, we can continue to push the trade liberalization agenda forward. We can continue to lead. Without it, other nations will not take the U.S. commitment seriously.

Without *past* fast track authority and strong U.S. leadership in the Uruguay Round, the EU would not have committed to permanent reductions in its large, trade-distorting export subsidies on grains and many other products and Japan would not have removed its import ban on rice.

Without *renewed* fast track authority and continued U.S. leadership of the trade liberalization agenda, other countries may write the future rules of trade. U.S. agriculture will continue to face high--and often impenetrable--foreign trade barriers, and our competitors and trading partners will forge new trade bonds while the United States sits on the sidelines. Today, all of our major competitors -- the EU, Canada, Australia, Brazil, Argentina--are moving aggressively to secure market access and obtain preferential tariff treatment through regional or bilateral trade agreements

In this hemisphere, most U.S. trading partners are already active in forging closer ties in an effort to provide for economic growth and export opportunities for their agricultural producers. I have already mentioned the MERCOSUR common market, where Argentina, Brazil, Paraguay, and Uruguay provide significant trade preferences to each other in this rapidly expanding region. Chile, one of the best economic performers in Latin America, has been particularly aggressive, signing trade agreements with Bolivia, Colombia, Ecuador, Mexico, Venezuela, MERCOSUR,

and most recently Canada.

More than 30 bilateral and regional trade agreements are already operating here in the Western Hemisphere, and the United States is party to only one -- NAFTA. While these trade agreements multiply, the U.S. share of the region's total agricultural imports is declining.

In Europe, the EU is already the world's largest trading bloc and is poised for major expansion in the next few years. Through its "association agreements," the EU has already secured for its exporters a significant advantage in the emerging markets of Central and Eastern Europe. In addition, the EU is reaching out to other countries, including those in Latin America, to explore preferential trade agreements. The only way to limit the effects of these agreements and of EU expansion, particularly in agriculture, is by negotiating further multilateral liberalization in the next round of WTO talks.

I can tell you from experience that we won't be able to make any progress in the WTO as long as the United States lacks fast track authority. Without a negotiating mandate, the United States will not have the credibility to push for significant new concessions.

Turning to Asia, we can see that the United States -- as a low-cost, high-quality supplier -- is well positioned to benefit substantially from trade liberalization among the 18-member APEC group. Reducing tariffs in the fast-growing countries of the Pacific Rim could provide a dramatic boost to U.S. exports. But without fast track, the U.S. commitment to economic development and future trade growth in the region will not be taken seriously.

Conclusion

As I said at the start, the fast track debate is about future profits and income for U.S. farmers and commodity handlers. It is about our ability to conduct a global trade policy and to advance U.S. trade interests. It is about maintaining U.S. leadership of the trade liberalization

agenda so that we can ensure that new trade agreements provide fair and increased access for U.S. agriculture.

The absence of fast track -- the procedural authority to implement comprehensive trade agreements -- is the single most telling limitation on our capacity to open new markets and expand U.S. trade opportunities in the new global economy. This authority is the prerequisite to U.S. negotiating credibility and success on major trade fronts.

Without fast track, we could find ourselves in the marketplace of the 21st century playing by Latin American, European, or Asian rules, and it is very unlikely that these rules will be written to create market access opportunities for U.S. agriculture.

In the Uruguay Round and in NAFTA negotiations, we fought long and hard to incorporate the principle of comprehensiveness, so that other countries would not be able to exclude agriculture, as it had so often been excluded in previous agreements. Many of the new trade agreements we are seeing today are being written with large areas of exclusions, particularly in agriculture. If some of our trading partners prevail and new free-trade agreements are written to exempt major segments of agriculture, then the trade opportunities we are looking for will be lost.

With renewal of fast track authority, we can continue to open new opportunities for agriculture; without it, those opportunities may not be there. With fast track, we can maintain U.S. leadership role in initiating and writing new agreements; without it, others will write these rules. With fast track, we can continue to play a major role in determining the future of trade here in our own hemisphere and worldwide. Without it, we'll be on the outside looking in as our competitors and customers sign new agreements.

U.S. leadership in the Uruguay Round and NAFTA negotiations gave us the opportunity not just to participate, but to play a major role in writing the rules of the game. If the rules for new

agreements are written by others, we may have to adapt later or be left out. This could put U.S. producers, processors, and exporters at a substantial disadvantage in the competitive marketplace of the 21st century.

Mr. Chairman, that completes my statement. I would be happy to address any questions.

LRM ID: AER203 SUBJECT: AGRICULTURE Testimony on Export Expansion and Reciprocal Trade Agreements Act of 1997 (Fast Track)

**RESPONSE TO
LEGISLATIVE REFERRAL
MEMORANDUM**

If your response to this request for views is short (e.g., concur/no comment), we prefer that you respond by e-mail or by faxing us this response sheet. If the response is short and you prefer to call, please call the branch-wide line shown below (NOT the analyst's line) to leave a message with a legislative assistant.

You may also respond by:

(1) calling the analyst/attorney's direct line (you will be connected to voice mail if the analyst does not answer); or

(2) sending us a memo or letter

Please include the LRM number shown above, and the subject shown below.

TO: Annette E. Rooney Phone: 395-7300 Fax: 395-5691
 Office of Management and Budget
 Branch-Wide Line (to reach legislative assistant): 395-6194

FROM: _____ (Date)
 _____ (Name)
 _____ (Agency)
 _____ (Telephone)

The following is the response of our agency to your request for views on the above-captioned subject:

_____ Concur

_____ No Objection

_____ No Comment

_____ See proposed edits on pages _____

_____ Other: _____

_____ FAX RETURN of _____ pages, attached to this response sheet

THE WHITE HOUSE
WASHINGTON

September 22, 1997

ACTION

MEMORANDUM FOR GLYN T. DAVIES 
THROUGH: ROBERT D. KYLE 
FROM: LINDA EDDLEMAN 
SUBJECT: Agriculture Testimony on Export Expansion and
Reciprocal Trade Agreements Act of 1997

Attached for your signature at Tab I is a memorandum for Ronald Peterson conveying NSC/NEC concurrence on USTR Testimony on Agriculture Testimony on Export Expansion and Reciprocal Trade Agreements Act of 1997. Concurrence telephoned-in to USTR.

Concurrence by: Will Davis, Alan Kreczko and Richard Ragan

RECOMMENDATION

That you sign the memorandum to Ronald Peterson at Tab I.

Approve ✓ Disapprove

Attachment

Tab I Davies Memo to Peterson
Tab II Incoming