FAST TRACK

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Divider Title: **Fast Track EDITORIAL COMMENTS**

FAST TRACK EDITORIAL COMMENTS

"New agreements, if achieved, will increasingly play to U.S. strengths in agriculture, high-technology products and services ranging from insurance to telecommunications. Pursuing such agreements particularly makes sense because the American economy already is so open; little is to be lost; and much is to be gained from pressuring other countries to approach the U.S. level of openness...This can't happen unless Congress gives Mr. Clinton what's known as "fast-track" negotiating authority."
(The Washington Post, "...Now on to Trade," April 27, 1997)

"Inaction on trade is causing U.S. business and workers to lose out...The free-trade group of Brazil, Argentina, Paraguay, Uruguay and Chile now does more business with Europe than with the United States...trade expansion legislation appears glaringly overdue."
(USA Today, "Foot-dragging on trade hurts U.S. workers," May 6, 1997)

"There will be doubtless grandstanding about trade with China in coming weeks, and bellyaching about Japan's recent trade gains...Fast-track authority transcends this political brouhaha, and it is vitally important to help break down global barriers."
(Business Week, "Put Fast-Track in the Fast Lane," May 19, 1997.

"Clinton needs so called fast-track authorization to move on this opportunity to expand hemispheric trade, a goal we support...The U.S. economic system is based on the principles of free trade, and in today's global economy the fewer the barriers the better the prospects."
(The Los Angeles Times, "Time is Right for the Chile Accord," February 28, 1997)

"The U.S. risks a loss of credibility and actual share to aggressive European Union and Asian competitors taking advantage of our indecision. But we can't even get into the game until the president demands and Congress gives fast-track negotiating authority."
(Chicago Tribune, "Time to Get on a Fast Track," June 2, 1997)

"Fast track authority is essential because otherwise special interests can obstruct deals by attaching killer amendments they know will be unacceptable to our trading partners."
(The Washington Times, "Fast Track to Nowhere," June 24, 1997)

"The United States could lose its edge and its leadership role in global trade if it were to withdraw from trade liberalization agreements."
(The Journal of Commerce, "Growth through Trade," March 3, 1997)

4/27/97

The Washington Post

. . . Now on to Trade

NOW THAT Congress has ratified the treaty banning chemical weapons, it's time for President Clinton to move on to the next big foreign policy battle: trade. To maintain the momentum he established during his first term toward breaking down global trade barriers, he must seek congressional authorization for further trade talks, and soon. As in the chemical weapons fight, he will need bipartisan support. But the politics in this case are, if anything, more complex, because the Democrats are as divided as the Republicans on the issue.

Free trade is good for the U.S. economy. It helps create jobs that tend to be higher-paying than average. Exports have helped revive the U.S. manufacturing sector, which not so many years ago was widely portrayed as terminally rusting. New agreements, if achieved, will increasingly play to U.S. strengths in agriculture, high-technology products and services ranging from insurance to telecommunications. Pursuing such agreements particularly makes sense because the American economy already is so open; little is to be lost, and much is to be gained, from pressuring other countries to approach the U.S. level of openness.

That can't happen unless Congress gives Mr. Clinton what's known as "fast-track" negotiating authority. This would allow his representatives to negotiate treaties—with congressionally approved nations and on congressionally approved subjects—and then submit those agreements to Congress for a yes-or-no vote. Otherwise—if Congress could reject some provisions, accept others and seek to amend still more—no other country would ever make concessions in trade talks, because none could be sure the U.S. administration could deliver on its side of the bargain. Congress has given such authority to every president since Gerald Ford.

This Congress, though, is leery. Some of the more nationalist Republicans are suspicious of any international deal. But the greater problem may lie with Democrats, who want to mandate strict labor standards—with punitive sanctions for any breaches—as part of any trade agreement.

Jobs migrating overseas is a real issue. The U.S. economy as a whole gains from globalization, but many individual workers lose out. The main response to that problem has to be domestic: retraining to prepare workers for better-paying jobs, and improved education to create the kind of labor force that will attract long-term investment. At the same time, the United States should work to ensure that other countries fulfill their pledges to enforce decent working conditions, outlaw forced and child labor and permit unions and collective bargaining.

But the kind of labor-standard mandates some Democrats are seeking will simply kill any trade deal, because no developing country will accept them. Then everyone loses. American workers lose out on high-paying, export-related jobs. Companies likely to migrate overseas will probably go anyway, and any leverage the U.S. government might achieve through trade deals that include less stringent labor provisions would be lost.

To some extent, all of this may come down to whether Vice President Gore has the moxie to stand up for free trade against House Majority Leader Dick Gephardt in their presidential election battle already underway. It will be an interesting test of leadership.

5/6/97

USA TODAY
NO. 1 IN THE USA . . . FIRST IN DAILY READERS

Today's debate: FREE TRADE

Foot-dragging on trade hurts U.S. workers

OUR VIEW The president's trip this week gives him an opportunity to pursue an overdue hemispheric trade pact.

As President Clinton parades through summits with Mexican, Central American and Caribbean leaders this week, he comes face to face with a major unredeemed promise: tearing down trade barriers between the United States and the rest of the hemisphere. Inaction on trade is causing U.S. business and workers to lose out.

Quaker Fabric of Fall River, Mass., has seen its textile exports to Canada and Mexico take off since the North American Free Trade Agreement took effect. But Quaker can't compete in Chile and Argentina, where Brazilian manufacturers now sell duty-free while Quaker pays a stiff tariff.

TRC Cos. of Windsor, Conn., sees a huge market in Chile, the fastest-growing country of the hemisphere, for its environmental technology. But it faces 20% withholding on its fees due to Chilean laws.

Caterpillar Inc. is thinking of shifting some of its heavy equipment manufacturing — and jobs — to Brazil in order to escape an 11% tariff and get inside the growing duty-free market that now covers more than half of South America.

When trade barriers among the U.S., Canada and Mexico were slashed in 1994, similar deals, first with Chile and then with others, were to follow. The benefits of a hemisphere-wide free trade area by 2005 were proclaimed. Central American and Caribbean nations are clamoring for a broader agreement. But nothing happened.

The authority required to effectively negotiate trade agreements expired and has not been renewed. That victory for industries and unions that fear foreign competition carries a steep price.

Chile, for example, has cut free-trade deals with nearly all its major trading partners except the United States. Jobs filling Chile's booming demand for imports are going to workers in other countries.

Leaders from Germany and Japan, France and Spain, even South Africa and Hungary have been hopscotching Latin capitals, building trade ties while the United States dawdles. The free-trade group of Brazil, Argentina, Paraguay, Uruguay and Chile now does more business with Europe than with the United States.

U.S. workers pay for the foot-dragging in opportunities lost. The 11.3 million existing export-related jobs pay 13% to 16% more than U.S. jobs overall. And exports accounted for one of every eight net jobs created between 1992 and 1996.

Yes, NAFTA has cost some jobs. Experts disagree on the number, but even the 250,000 claimed by its severest critics are scarcely more than one month's new jobs created by today's robust economy.

Clinton waited until his fifth year in office to finally visit any part of the natural U.S. market south of the border. Now that he's there, trade-expansion legislation appears glaringly overdue. Running scared is no way to run a trade policy.

2/28/97

WASHINGTON EDITION

Los Angeles Times

Time Is Right for Chile Accord

Congress should back quick action on a NAFTA-style accord

Once again, as he did in December of 1994 at Miami's Summit of the Americas, President Clinton has put Chile on the U.S. trade agenda. This time, we hope, he'll be able to convince Congress to move promptly on the issue and bring Chile into a NAFTA-type trade agreement. Chile has long been considered the likeliest South American candidate for such a role.

Clinton needs so-called fast-track authorization to move on this opportunity to expand hemispheric trade, a goal we support. The time seems right, but an accord will not happen without full and thorough debate on the proposal within Congress and among interested parties throughout the United States.

Ultimately the White House would put a package together on an enhanced trade relationship with Chile. Congress would have the final say, and, if it approves, there will be no fiddling with the pact after that point, avoiding the last-minute changes that tend to torpedo deals like this.

The Chileans have said they are ready to negotiate an agreement. But the problem for President Clinton is a perception among many Americans that NAFTA, the free trade bloc consisting of the United States, Mexico and Canada, is not working to U.S. benefit and thus this nation should not enter into a pact with Chile. And some sectors simply don't want to compete in a free trade zone.

But the U.S. economic system is based on the principles of free trade, and in today's global economy the fewer the barriers the better the prospects. In a fairly structured agreement, increased trade means more jobs. NAFTA—which some observers say continues to pose open questions—remains the test of that proposition. A deal with Chile might provide a clearer result. Congress should grant the president the fast-track authorization he needs to shape a package for Chile and bring it to a vote.

EDITORIAL: Time to Get on a Fast Track

Chicago Tribune
Knight-Ridder/Tribune Business News

Jun. 2--Last month, President Clinton toured Mexico, Central America and the Caribbean, Commerce Secretary William Daley went on a 10-day economic mission through Brazil, Argentina and Chile, and even Mayor Richard Daley, Gov. Jim Edgar and an entourage of state and local politicos dropped in on the president of Mexico.

Yet the most urgent piece of business in U.S.-Latin America relations remained back home unresolved, mired in intramural Democratic Party politics. To get new free-trade talks moving -- including an extension of NAFTA to Chile and other Latin American countries -- Clinton must request and Congress must approve "fast-track" negotiating authority.

So far the president has not made any moves in that direction, and it looks as if he could show up empty-handed at the March 1998 Summit of the Americas in Chile. That would be a blow both to U.S. credibility and to our commercial interests in the region.

The reason behind the Clinton administration's hesitation is the adamant opposition of labor unions, a potent Democratic constituency, to negotiating labor and environmental issues as side agreements to free-trade pacts, as was the case with the original NAFTA accords with Mexico and Canada. The unions want labor and environmental provisions to be part and parcel of any new trade deals.

Meanwhile, Missouri Sen. Richard Gephardt, a likely candidate in the next Democratic presidential primaries against Vice President Al Gore, is only too happy to woo the union vote by playing the anti-NAFTA card.

And to add to the impasse, neither the Republicans in Congress nor our potential foreign partners are willing to talk about labor and environmental issues during the initial negotiations.

In July, President Clinton is to submit to Congress a progress report on NAFTA's first three years, and nothing in it is expected to justify labor's fears of a hemorrhage of U.S. jobs flowing south.

Since NAFTA was signed in January 1994, a total of 117,000 workers have applied for federal assistance because their jobs were abolished by companies that moved all or part of their operations to Canada or Mexico. Meanwhile, the U.S. economy has created 6.7 million new jobs, most of them full-time, and unemployment has fallen by 1.4 million.

Although the U.S. developed a trade deficit with Mexico after the near meltdown of its economy in 1994, both that economy and U.S. exports to Mexico rebounded sharply last year. Some economists say NAFTA prevented Mexico from reverting to protectionist measures that would have prolonged the crisis.

During the state visit to the U.S. of Chile's President Eduardo Frei in February, Clinton vowed quick action to bring Chile into NAFTA. But nothing has happened. Both Clinton and Secretary Daley went to Latin America this month empty-handed, except for more promises to get Congress to approve fast-track.

U.S. exports to Latin America grew by 58 percent between 1991 and 1996, to $109 billion -- and the Western Hemisphere is well on its way to becoming our most important export market.

But as Daley admitted, the U.S. risks a loss of credibility and actual share to aggressive European Union and Asian competitors taking advantage of our indecision. "If we allow a market this size, this close ... to be taken advantage of by our competitors, then that's our fault," he said in Brazil.

But we can't even get into the game until the president demands and Congress gives fast-track negotiating authority. It's time to get it done.

6/24/97 The Washington Times

Fast-track to nowhere

Rarely does President Clinton sound more like the New Democrat he professed to be in 1992 than when he takes up the cause for free trade. And during the first two years of his first term, courageously battling the Old Guard of his increasingly protectionist party and the New Protectionists of the GOP, he forged bipartisan coalitions that delivered two extraordinary trade victories: the regional North American Free Trade Agreement (NAFTA) among the United States, Canada and Mexico and the global World Trade Organization (WTO).

Since then, unfortunately, the rhetoric has been less frequent, the effort on behalf of free trade agreements has been far subdued and, not surprisingly, the big victories have become a thing of the past. No doubt the two triumphs achieved in 1993 and 1994 brought about "trade fatigue," which, regrettably, has been exacerbated by the increased influence organized labor and the battle over China's most favored nation trade status.

How bad is the situation now? "It's a shambles," Jeffrey Garten, the Under Secretary of Commerce during Mr. Clinton's first term, told the New York Times recently. "What was once a vigorous approach to commercial diplomacy has been eviscerated," he lamented. "In Congress the political foundation for a broad trade policy has crumbled."

Relinquishing the trade initiative comes at a bad time. Many U.S. industries, particularly information technology, telecommunications, financial services and agriculture, are now the most competitive in the world. Moreover, with the U.S. economy thriving, both relatively and absolutely, the leverage of offering increased access to the U.S. market in return for reciprocal arrangements is at its strongest in decades. Meanwhile, the expansion of NAFTA, so promising in late 1994 when nations throughout Latin America convened at a Miami summit, has languished, and countries throughout the region have been bypassing the United States in establishing their own agreements.

The momentum may be about to change, but for that to happen Mr. Clinton will have to exert the strong trade leadership he showed early in his presidency on this issue. In his remarks at the so-called "Summit of Eight" in Denver last weekend, Mr. Clinton once again was at the top of his rhetorical game, offering a flourish of support for the pursuit of free trade. "Protectionism is simply not an option because globalization is irreversible," he said. "So what are we going to do? Are we going to take the lead or wait for others to blaze the path and get the primary benefits? . . . It seems to me difficult to imagine that this is even a serious debate now. . . . I say we should be doing more of it, not less of it. We ought to bear down and charge into the future" — [applause] — "and embrace the rest of the world."

The centerpiece of a free-trade offensive is "fast-track" authority, which enables the administration to engage other nations in give-and-take trade negotiations, producing mutually beneficial agreements that are then presented to Congress for an up-or-down vote without amendments. Fast-track authority is essential because otherwise special interests can obstruct deals by attaching killer amendments they know will be unacceptable to our trading partners.

In Denver the president once again rightly demanded that Congress give him fast-track authority, which expired several years ago. All presidents have had such negotiating power since 1974, and Republicans would love to give it to him. The problem is that the protectionist wing of the Democratic Party, led by House Minority Leader Dick Gephardt and Minority Whip David Bonior, insist that any legislation granting fast-track authority also give the president the power to negotiate environmental and labor standards into new trade agreements. In effect, by requiring foreign companies to closely adhere to the same labor and environmental standards that U.S. corporations must follow, protectionists would succeed in attaching the very trade-killing amendments that fast-track is designed to overcome. Trading partners, Republicans and most economists oppose this requirement, arguing that it would eliminate many of the comparative advantages that enable developing nations to develop.

Our trading partners must wait until September to learn whether Mr. Clinton's free-trade policies match his free-trade rhetoric. But as their actions have demonstrated, these partners are not waiting for the president to make up his mind.

3/20/97

SINCE 1827

The Journal of Commerce

Growth through trade

Ever since Adam Smith's "The Wealth of Nations," economists have believed there is a direct relationship between a country's standard of living and its trade. Reams of studies have shown that, in fact, countries that trade more are richer. But the earlier studies did not establish what was cause and what was effect — that is, are nations richer because they trade more, or is it simply that richer countries have more to trade?

That question was answered for the first time recently by two economists at the University of California at Berkeley, David Romer and Jeffrey A. Frankel (now an economic adviser to President Clinton). Their "Trade and Growth" report, published last month by the National Bureau of Economic Analysis, showed not only that trade leads to greater wealth, but also that the effect of trade on economic growth is far greater than hitherto believed.

For the first time, the benefits of trade can be measured in dollars and cents.

For the first time, the benefits of open trade can be measured in dollars and cents.

The study comes at a good time. With U.S. Trade Representative Charlene Barshefsky's testimony in Congress this week, the administration, at last, has launched its push for "fast track" authority to negotiate trade agreements. That will, no doubt, send a signal to all sorts of protectionist groups to come out with their arguments about fair trade and level playing fields.

But if Mr. Romer's and Mr. Frankel's empirical research is any guide, their drive for trade protection is not only misdirected: it could be harmful to the country's economy.

Based on an analysis of trade data from over 100 countries, the NBER study concluded that trade "has a quantitatively large, significant and robust positive effect" on the nation's income. Increasing the share of both imports and exports in the gross domestic product by 1% raises per-person income by 2% or more.

The channels through which trade affects income are well known. The free flow of goods and services allows trading countries to specialize in what they do best. Competition from foreign suppliers also leads to improvements in the productivity of domestic industries.

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The Journal of Commerce

By contrast, policies aimed at curtailing trade encourage other countries to retaliate, thereby shrinking available foreign markets. And domestic producers, sheltered from competition, find greater returns from lobbying for continued protection than from investing in plant and equipment and creating new jobs.

The administration's current policy of seeking to enlarge the number of countries with freer access to U.S. markets — by expanding the Nafta and forcing other countries to open their markets through World Trade Organization agreements — is economically justified and deserves congressional support.

Those initiatives would open new markets for American industries, especially those in high-tech sectors, where U.S. companies have a strong technological edge. They also would stimulate trade by other countries, allowing them to grow richer and, in turn, making them better markets for U.S. exports.

The United States could lose its edge and its leadership role in global trade if it were to withdraw from trade liberalization agreements. And that's more than theory. The losses to the United States can now be measured in its citizens' bank accounts.

COMMENTARY

By Paul Magnusson

LABOR AND THE ENVIRONMENT ARE FREE-TRADE ISSUES

Should Canada and Mexico gain a competitive advantage from lax enforcement of their environmental and labor laws? The 1994 North American Free Trade Agreement says no, and two side agreements on workers' rights and environmental protection impose mild sanctions against violators. But what of other nations in Latin America anxious to sign free-trade pacts with the U.S.?

The U.S. Congress and Clinton Administration are at loggerheads over extending NAFTA by authorizing another round of free-trade negotiations with Latin America. Democrats, led by House Minority Leader Richard A. Gephardt (D-Mo.), want tough enforcement measures on labor and the environment written into all trade pacts. On May 27, Gephardt went a step further, demanding an end to China's trading privileges because of its human rights record. The GOP leadership and its business allies are opposed to such linkage. Dealing with environmental and labor issues in a trade agreement "is something that Republicans just can't commit to," says Senate Commerce Chairman John McCain (R-Ariz.).

It's something business should commit to, however. Before the U.S. extends free trade into rapidly growing economies in Latin America and Asia, Corporate America should get behind enforcement mechanisms on labor and the environment. It's simply the smart thing to do.

U.S. companies can only lose if foreign corporations and governments can despoil nature or exploit workers to gain an edge in the global marketplace. And because U.S. companies have some of the world's highest standards to meet, they ought to be lobbying hard for labor and environmental protection in future trade deals just to level the playing field.

Free-trade agreements already range far afield from agreements of the past that were usually aimed at simply lowering tariffs. Most tariffs have been drastically reduced or eliminated among World Trade Organization nations. Today's issues are investments, information flows, and copyright piracy and bribery. And as industrialized nations conclude more free-trade pacts with developing nations, ancillary agreements on matters from restricting commercial fishing methods that endanger dolphins to bans on child labor become more important. "Trade agreements affect income distribution, bargaining power of unions, and jobs, so international trade law will have to take these into greater account," says University of Maryland economist I. M. Destler.

"NO SWEAT." In fact, with little fuss, the U.S. and WTO have begun trying to help the developed world preserve such workers' rights as the ability to join unions and bargain collectively. Even the Helms-Burton law—so revered by Republican conservatives—requires that any post-Castro regime in Cuba can receive aid only by complying with guidelines in the code of the International Labor Organization.

MEXICAN TUNA: *If the U.S. has to protect dolphins...*

NO-BRAINER U.S. companies ought to be lobbying hard for worker and ecological protection in future trade deals just to level the playing field

Developing countries are getting the message. The ILO, international soccer organizations, and the U.S. government recently forced Pakistan to crack down on the use of child labor to make soccer balls. Savvy corporations, such as apparel manufacturer Liz Claiborne Inc., are requiring their overseas suppliers to limit work hours and overtime. Recent exposés of working conditions in some Central American clothing plants mean "consumers now want to know if they are buying clothing from sweatshops," says Liz Claiborne's vice-president and general counsel, Roberta Karp. At the urging of the White House, Karp is helping draft rules for a "no sweat" label to certify that imported clothes are not made by exploited workers.

NAFTA was a good start. But it only requires Canada and Mexico to comply with their own environmental and labor-rights standards. Future agreements with nations that lack such protections will have to establish basic standards. Free trade isn't free if one country can gain competitive advantage by sacrificing its environment and workforce.

Magnusson covers trade and international economics from Washington.

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U.S. DEPARTMENT OF STATE
Office of the Spokesman

(Los Angeles, California)

AS PREPARED FOR DELIVERY July 23, 1997

ADDRESS BY SECRETARY MADELEINE K. ALBRIGHT TO THE PACIFIC COUNCIL AND LOS ANGELES WORLD AFFAIRS COUNCIL

Bonaventure Hotel
Los Angeles, California
July 23, 1997

President Mack, President Lowenthal, guests and friends, good afternoon.

Thank you, John Cooke, for that introduction and thanks to the World Affairs Council and the Pacific Council for hosting this event. As much as I love Washington, where the temperature has been averaging about 300 degrees, I am delighted to be here in Los Angeles. This is one of my favorite cities and the home of my distinguished predecessor, Warren Christopher.

I said when I was nominated by the President that I only hoped my heels could fill Secretary Christopher's shoes. Now, six months into the job, I am even more respectful of the responsibilities that go with the office he filled with such dignity and success.

The truth is that I love my job. And the part I love most is working to establish a true dialogue between the people who conduct our foreign policy--that is, among others, me--and the people in whose good name that policy is conducted--that is, among others, you.

This dialogue matters because, in our democracy, we can't carry out diplomatic initiatives very well or for very long without your understanding and support. So I am pleased to be here and I encourage you to sit back, digest your lunch, and think of the easiest possible questions to ask after my speech.

This afternoon, I want to talk with you about the opportunity we now have to bring nations on every continent closer together around basic principles of democracy, open markets, law and a commitment to peace.

We have this opportunity because past generations of Americans have accepted the mantle of leadership, built alliances to defend freedom, designed institutions to foster prosperity and done honor to timeless values of democracy and human rights.

We must remain true to this tradition of leadership if we are to enter the next century strong, respected and at peace; and under the direction of President Clinton, we are.

In Europe, we are striving to realize the age-old dream of a continent united, stable and free.

To deter future conflict, NATO has invited new members from among the region's emerging democracies while holding the door open to others. Historic partnerships with Russia and Ukraine have been forged. And nations from throughout the region have come together in Bosnia to implement the Dayton Accords.

We do this because it serves our interests, because it keeps faith with the commitments we have made, because it reflects the kind of people we are, and because it is right.

In the Middle East, despite setbacks, the essential logic and structure of the peace process remains. For Israel, for the Palestinians, and for the region, the path to security and prosperity is the path of reconciliation. The United States cannot impose peace, but as President Clinton has made clear, we can and will remain resolute in opposing terror and in supporting those with the courage to pursue peace.

In Latin America and the Caribbean, we are working with our democratic partners to expand commercial ties, achieve social progress, combat the scourge of drugs, and deepen political and economic reforms.

We are also working to improve the quality of life on both sides of our 2000-mile-long border with Mexico. As the recent elections indicate, Mexican democracy is thriving, and we are working jointly with its government on issues from law enforcement to clean water to immigration to trade.

In Africa, poverty and disorder remain grave problems, but more and more leaders are adopting policies that produce growth and foster democracy. Last month, President Clinton announced a plan to stimulate commerce, reduce debt, provide technical aid and otherwise help those in Africa who are doing the most to help themselves. We are determined, as we prepare for the next century, that no continent should be left behind.

Finally, we are continuing to build a new and inclusive Pacific community based on stability, shared interests and the rule of law.

U.S. objectives in Asia, especially in Southeast Asia, are very much on my mind. Tomorrow, I will leave for Malaysia for the annual meeting of the Association of Southeast Asian Nations, better known as ASEAN. While in Kuala Lumpur, and later in Singapore, I will discuss a full range of issues with my regional counterparts.

This trip is my third to Asia in the six months I have served as Secretary of State. This reflects the priority we have placed on improving ties throughout the Asia-Pacific.

Our strategy is to work with our many friends in this region of rising powers to ensure stability, build prosperity and promote democracy.

Towards the first of these goals, we are fortifying our core alliances. We are maintaining our forward deployment of troops. And we are supporting new multilateral security dialogues such as the ASEAN Regional Forum.

The growing importance of the Forum reflects the fact that, in our era, security in the Asia-Pacific is not a zero sum game. Forum participants include not only the members of ASEAN, but also--among others--the United States, China, Russia, Japan, the European Union, India and Korea. Each has an interest in stability, in seeing disputes resolved peacefully and in avoiding misunderstandings that could lead to armed conflict.

While in Kuala Lumpur, I will urge my colleagues to join in supporting measures to reduce the threat posed by nuclear and advanced conventional arms, to cooperate in reducing tensions caused by conflicting claims in the South China Sea and to ensure freedom of navigation in South Pacific sea lanes, through which one-fourth of the world's oceangoing freight is transported.

I will also emphasize the value of ASEAN support for efforts to maintain stability on the Korean Peninsula. The Agreed Framework with North Korea, negotiated three years ago under Secretary Christopher's leadership, has frozen and will eventually dismantle North Korea's dangerous nuclear program. But we need the continued support of our Asian and other partners to finance the Framework's implementation.

This backing is especially vital now, as we prepare for potentially historic talks with Seoul, Pyongyang and Beijing for the purpose of achieving permanent peace on the Peninsula. In the meantime, we are continuing to respond positively to a United Nations appeal for food to ease hunger among the North Korean people.

The second essential contributor to a strong and vibrant Pacific community is economic growth.

Under President Clinton, we have had great success in using our diplomacy to build prosperity. More than 200 trade agreements have been negotiated, including NAFTA and the Uruguay Round. The resulting increase in exports has created an estimated 1.6 million new American jobs.

During this time, we have negotiated 23 market access agreements with Japan alone, and we are working hard to improve market access and protection of intellectual property rights in China.

These accomplishments matter especially to California, which has been America's gateway to the Pacific for more than 150 years. Today, your state accounts for almost one-sixth of U.S. exports, and nine of your top fifteen markets are in Asia.

Recent export growth has helped California replace well-paying defense jobs with equally well-paying jobs in high-tech. And it has certainly benefited Los Angeles, with its huge port facility and its status as an unofficial capital of the emerging Pacific Rim.

All of this is to the good, but if growth is to continue, America must continue to open new markets. It is to that end that President Clinton plans to ask Congress for fast-track negotiating authority this fall.

The President needs fast track to gain agreements to open up critical sectors of the global economy, such as the one we reached last year on information technology.

He will need that authority to pursue new trade agreements and to maintain momentum towards our long term goals of agreeing on a Free Trade Area for the Americas by the year 2005, and of achieving open trade and investment across the Pacific by the following decade.

Every President since Ford has had and has used fast-track authority to the benefit of the United States. Extending it now to President Clinton is critical. At stake is the chance to expand trade further and create more American jobs.

At stake, as well, is the indispensable contribution that our economic leadership makes to U.S. influence around the globe. American prestige is not divisible. If we want our views and our interests respected, we cannot sit on the sidelines with towels over our heads while others seize the opportunities presented by the global marketplace.

That is why, from a foreign policy perspective, I consider fast-track to be among our highest legislative priorities. And it is why I will be working hard with the President and my cabinet colleagues to gain Congressional support for it this fall.

Creating the rules for a more open global economy is one challenge; ensuring that those rules are implemented is another.

As long as I am Secretary of State, our diplomacy will strive for a global economic system that is increasingly open and fair. Our embassies will provide all appropriate help to American firms. Our negotiators will seek trade agreements that help create new American jobs. And I will personally stress the point--as I have in visits to our principal trading partners--that if countries want to sell to us, they had better allow America to sell to them.

During the meetings this weekend, economic and trade issues will be prominent. ASEAN comprises collectively our fourth largest trading partner and possesses a half trillion dollar regional economy that is expected to double within ten years.

It is in our interest to encourage ASEAN to continue opening up markets and liberalizing trade. That is precisely what I will do in Kuala Lumpur, where I will press for better enforcement of intellectual property rights, greater transparency in government procurement and higher standards against bribery and corruption.

I will also ask ASEAN's help in reaching a worldwide agreement this year to liberalize financial services.

Throughout our diplomacy, the argument that we make, and that underlies the very concept of ASEAN, is that economic progress is contagious. As recent currency de-valuations in Southeast Asia indicate, the shape and scope of economic expansion will vary country to country and year by year. New competitors will arise and new technologies will be developed. Market shares will wax and wane. But over the long term, the road to prosperity for each is the road to prosperity for all.

Building security and maintaining momentum towards economic growth are two of the goals we will be discussing with our partners in Malaysia this weekend. A third is support for democracy and internationally-recognized human rights.

Last month, I made my first visit to Vietnam. I found a nation bursting with energy, blessed with a young and literate population, eager to become more fully integrated into multilateral economic and political institutions, and cooperating with us in our priority of accounting for Americans still missing from the war in Southeast Asia.

I also found a government torn between its desire to encourage development and its reluctance to give more than lip service to international norms of political openness and respect for human rights.

My message was clear. The United States wants full normalization of relations with Vietnam. We want to see the people of Vietnam prosper. But we also believe that economic progress will proceed far more rapidly if accompanied by a healthy dose of political reform.

Overall, I am optimistic about Vietnam. Its people face many obstacles. Its government is still hampered by habits of the past. The country still has a very long way to go. But Vietnam is a nation on the move, and it is moving in the right direction.

Unfortunately, the same cannot be said of its neighbor, Cambodia. There, in recent weeks, democracy ~~has~~ taken a giant step backwards. The coalition government installed four years ago has split. The number two Prime minister, Hun Sen, has seized full power. The number one Prime Minister is in exile. And dozens of people have reportedly been murdered.

As a result, ASEAN has suspended plans to admit Cambodia as a new member. The United States has suspended aid, condemned violations of human rights and cautioned against any effort to legitimize the political role of the notorious Khmer Rouge.

During my meetings in Kuala Lumpur, I will consult closely with ASEAN and other nations that have played a role in helping Cambodia. My purpose will be to maintain broad international pressure on Cambodian authorities to respect the 1991 Paris Peace Agreement, allow political parties to operate freely and prepare for fair elections next year.

As the past informs us, there is much at stake in Cambodia.

The humanitarian risk is embodied in our memory of the refugees who spent a decade in camps along the Thai border.

The threat to regional stability is recalled in the cross border invasions of Cambodia by Vietnam and of Vietnam by China in the late 1970's.

The persistence of evil is underlined by the survival of Pol Pot.

And the terrible costs of violence are reflected in the pyramid of skulls Cambodia maintains as a reminder of the genocide.

For all of these reasons, the international community was right to invest in peace in Cambodia, and we are right to insist now that the government in Phnom Penh live up to its obligation to respect democratic principles.

Hun Sen initially rejected ASEAN's help in negotiating a solution to the current crisis. Today, through his spokesman, he appears to have accepted ASEAN's offer of mediation. He has also promised to restore the coalition government and observe the rule of law. The United States will use its leverage and do all we can in partnership with others to see that Hun Sen's words are translated into concrete actions. This will be one of our primary goals at the meetings this weekend in Kuala Lumpur.

Another brake to the region's progress is Burma, a deeply-troubled nation that is about to become an ASEAN member.

As in Cambodia, democratic elections in Burma were forcibly overturned. Here, too, elected leaders have been arrested, persecuted and exiled. And here, too, the lack of a fully legitimate government has created a climate of lawlessness that threatens stability. It is no accident, after all, that Burma is the world's leading producer of heroin. And it is only right that Burma is subject to international sanctions and consumer boycotts.

The novelist George Orwell once wrote a book entitled "Burmese Days." Unfortunately, the Burma of today resembles more closely another Orwell novel--1984. The authorities there are among the most repressive and intrusive on earth.

To overcome the repression that is isolating and holding Burma back, Aung San Suu Kyi, the Nobel Prize-winning leader of the democratic opposition, is seeking a dialogue aimed at achieving a peaceful transition to popular rule.

Movement towards such a democratic Burma would reduce the tensions caused by refugees and armed ethnic groups. It would create respect for law. And it would lay the groundwork for a revival of Burma's economic and political institutions that would allow that proud country to become a contributor, rather than a liability, to ASEAN.

Until that happens, Burma may be inside ASEAN, but it will remain outside the Southeast Asian mainstream. By admitting Burma as a member, ASEAN assumes a greater responsibility: for Burma's problems now become ASEAN's problems. And the goal of democratic change and respect for human rights in Burma becomes not only a national, but a regional and global imperative.

The choice in Burma, Cambodia, and elsewhere is not between so-called Asian values and beliefs imposed by the West. As Anwar Ibrahim, Malaysia's Deputy Prime Minister, recently wrote, "each country must find its own path to civil society. Yet, there are core humanitarian values (by which) we are (all) bound."

In recent years, there are some--both in Asia and the United States--who have warned that the future will be one of inevitable conflict between East and West, a clash of civilizations, a showdown between different cultures and values.

Others have pointed to the phenomenon of globalization--the massive intermingling of people, ideas and products--to suggest that differences between peoples are gradually being smoothed away.

Still others see globalization as a tool by which developed countries are re-colonizing the poor.

I am a diplomat, not a fortune-teller. But I am also a student of history. And my view is that generalizing about whole societies and cultures is both dangerous and unwise.

I find it neither likely, nor desirable, that distinctions of national identity and culture will melt away no matter how pervasive globalization becomes.

But I find compelling reasons, based on the best interests of societies rich, poor, east, west, north and south that we reach across the boundaries of geography and culture to build an international system that will brighten futures from Seoul to Santiago, and from Juneau to Johannesburg.

To strengthen and broaden that system, we must be forthright about the value of open markets, open politics and the rule of law.

We must be willing to include within the system every nation on every continent that is willing to abide by its rules.

And we must accept our obligation, as Americans, to play a leading role. As I said this June at Harvard University, on the 50th anniversary of George Marshall's announcement of the Marshall Plan, that is the role we have played for half a century -- not as the sole arbiter of what is right and wrong, for that is a responsibility widely shared, but as a pathfinder -- the nation able to show the way when others cannot.

Every nation that seeks to participate in the international system, and that is willing to do all it can to help itself, should have America's help in finding the right path.

Today, the greatest danger to America is not some foreign enemy; it is the possibility that we will turn inward; that we will allow the momentum towards democracy to stall, take for granted the principles and institutions upon which our own freedom is based, and forget what the history of this century reminds us, that problems abroad, if left unattended, will all too often come home to America.

A decade or two from now, we will either be known as the neo-isolationists who allowed tyranny and lawlessness to rise again or as the generation that solidified the global triumph of democratic principles.

We will be known as the neo-protectionists whose lack of vision produced financial chaos or as the generation that laid the groundwork for rising prosperity around the world.

We will be known as the world-class ditherers who stood by while the seeds of renewed global conflict were sown or as the generation that took strong measures to forge alliances, deter aggression and keep the peace.

There is no certain roadmap to success, either for individuals or for generations. Ultimately, it is a matter of judgment, a question of choice.

In making that choice, let us remember that there is not a page of American history of which we are proud that was authored by a chronic complainer or prophet of despair. We are doers.

We have a responsibility in our time, as others have had in theirs, not to be prisoners of history, but to shape history; a responsibility to play the role of pathfinder, to join in constructing a global network of purpose and law that will protect our citizens, defend our interests and preserve our values for the remaining years of this century and through the next.

Thank you very much.

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FAST TRACK
FACT SHEET / TALKING PTS

Divider Title: ________________________________

tin America and U.S. Policy

Remarks by Jeffrey Davidow, Assistant Secretary of State for Inter-American Affairs, to the Inter-American Development Bank, Forum on the Americas Monthly Luncheon, Washington, DC, November 12, 1996.

It is my great pleasure to be here. Cooperation with the Inter-American Development Bank is one of the pillars of our policy toward Latin America and the Caribbean, and I look forward to working very closely with the Bank in the second term of this Administration.

Latin America and U.S. Policy

Three principal objectives guide U.S. policy in the region:

-- Strengthening democracy, the rule of law and respect for human rights;

-- Combatting the menace of the illegal drug trade, crime, migrant smuggling and terrorism, as well as meeting new challenges such as environmental degradation and sustainable development;

-- And the objective I want to focus on today, promoting economic integration through an open and fair trade policy and the building of a Free Trade Area of the Americas (FTAA).

view of Progress to Date

As I look back over the past decade, it is clear to me that the region as a whole has achieved some extraordinary successes. Despite the inevitable turmoil of change, despite some unwelcome surprises (like the Ecuador-Peru hostilities or the tragic aftermath of the Mexican devaluation), the region is stable and growing.

Freely elected and reformist governments are in place throughout the hemisphere. Most importantly perhaps, the region's commitment to market economics within a democratic framework has been tested and found credible. Even the shock of the Mexican peso crisis, and its repercussions in the region, failed to reverse market-oriented policies.

The Summit of the Americas is one of the region's greatest successes. The unity of the hemisphere's leaders in support of the broad goals of democracy, economic integration, protection of the environment, and combatting poverty is unprecedented. Without the unity and clarity of the Summit vision, I am not entirely sure that the region's commitment to reform would have been as sturdy in withstanding the shocks and stresses of the past two years.

There has been remarkable progress toward implementing the 23 initiatives of the Action Plan established by our leaders in Miami. Specific achievements include the world's first anti-corruption convention, as well as agreements on cooperation to fight terrorism, to combat money laundering and to establish a hemisphere-wide capital markets committee to liberalize financial markets, improve financial cooperation, and help reduce currency instability. There are also major initiatives underway for health and education, and to clean up and conserve the environment. tter will be an important theme at the upcoming Summit on Sustainable Development in Santa Cruz, Bolivia. , we have made very substantial progress toward the Free Trade Area of the Americas, which I will address ittle more detail later.

I want to emphasize how important the Inter-American Development Bank (IDB) has been in implementing the Summit program. In two of the Summit initiatives -- to enhance micro-enterprise, and strengthen hemispheric infrastructure -- the Bank has taken on the overall coordinator role and fulfilled it with distinction. It also served as the very effective secretariat for another initiative -- to strengthen capital markets.

And of course, the Bank's overall lending program has been crucial in promoting rational policies, honest and effective government, and well-targeted social programs -- all critical parts of the Summit program.

Challenges of the Future

Whatever the successes of the past, there are a great many challenges in the future.

The biggest is to sustain the momentum of the reforms which are now underway. The past two years have shown that the reform process is not as fragile as some feared, but neither can we be confident that it is irreversible. While the momentum is there, what is not yet there is the full institutionalization of the reforms. Two simple examples:

-- Privatization is underway, but the regulatory structures for healthy competition in many economies are not in place.

-- Monetary and fiscal policies have been reformed, and many countries have implemented tax reforms. But efficient and honest administration, including tax collection, is still a challenge for many governments.

In this connection, I want to emphasize the importance of the IDB programs for modernization of government. Governments must stop doing what the private sector can do better. But governments must also do better what only governments can do -- such as establishing the basic rules for both the political and economic games, and providing a secure and fair environment in which to play those games.

Another challenge, and probably the most difficult single issue which we must address, is the region's persistent poverty. This is critical both to sustain political support for reform, and to build a broad modern base of consumers and workers for future growth.

I'm not going to look at data or trends in poverty today. Reliable data on poverty are notoriously hard to come by. Whatever the scholars ultimately decide on these issues, one thing we do know NOW and FOR CERTAIN is that a very large proportion of Latin America's people live in conditions that are highly unhealthy and with extremely limited opportunities -- probably more than a third according to several recent estimates, which amounts to well over 150 million people.

The alleviation of poverty requires a well-targeted and comprehensive strategy. Over the long run, the most powerful single weapon against poverty is education. Enrique Iglesias summarizes years of research and experience on this issue across the world as follows:

> "The experiences of industrialized and developing countries alike indicate that education has been the cornerstone of economic and social progress attained by people everywhere."

Most Latin American countries already have a commitment to universal education. The challenge is to provide practical access to quality education -- especially at the basic level -- in both rural and urban areas, to both girls and boys, -- and to ensure that limited resources are well used.

Policy Agenda

Our agenda within the second Clinton Administration closely tracks the issues I have just reviewed -- democracy, market-based reforms, strengthening basic economic institutions, combatting transnational threats such as narcotics trafficking, and alleviation of poverty.

As to particular initiatives which the Administration will undertake over the next four years, it is clearly premature [illegible] into specifics. However, I can share with you some of my general thinking about what we will need to [illegible]plish.

First, we will continue to build on the Summit accomplishments. As you know, Chile will be hosting the next Summit of the Americas in early 1998. Because we do not want to duplicate the Miami program based on the 23 action initiatives, the Santiago Summit can focus on new initiatives (perhaps a half dozen or so) which will address three priority areas: democracy and human rights, poverty, and economic integration.

As in the case of the Miami Summit, the IDB -- together with other multilateral organizations, business, academia and other private sector organizations -- will play key roles in implementing the program which our leaders will mandate for us in Santiago.

This brings me to a second focus for our work over the next few years -- making the FTAA a reality. As I have noted, there is already considerable movement toward that goal including: two successful ministerial meetings in Denver and Cartagena; the establishment of a private sector trade forum, and the formation of eleven working groups to collect and analyze data, and develop recommendations for negotiating procedures in a wide variety of areas.

Despite some skeptics' view that the FTAA initiative is stalled because of the lack of U.S. fast-track authority, I am convinced we have achieved a lot. For example, establishing an accurate and comprehensive data base may seem unimportant and technical, lacking drama or glory, but it is indispensable to the successful conclusion of negotiations.

[illegible]e third ministerial this coming May in Belo Horizonte, I anticipate that the ministers will determine when and how to launch formal negotiations. We want a decisive beginning in Brazil. We will have failed if by the time of the Santiago summit, we have not answered fundamental questions on goals and procedures.

A few words on fast-track: I recognize that the failure to pass fast-track has been widely interpreted in the region as indicating that the U.S. has lost interest in the FTAA and lacks the political will to deliver on its promises. Clearly, this has been a set-back.

But I can assure you that the President remains deeply committed to the FTAA and will be engaged in ensuring its success. We are aware of the importance of fast-track to a successful outcome for FTAA negotiations. Obtaining this authority by working with Congress in a bipartisan fashion will be one of the Administration's top priorities in this hemisphere.

Third, we must strengthen the civil foundations on which to build prosperity, continuing our efforts to build peace and reconciliation:

In Guatemala, the support of the U.S., other international "friends" and the UN is helping the parties reach a final settlement to their 36-year civil war.

Between Peru and Ecuador, the U.S., Argentina, Brazil, and Chile are strongly supporting direct negotiations to find [illegible] and lasting settlement to a border dispute which flared into open conflict less than two-years ago.

We must also continue our efforts to strengthen democracy and the rule of law:

In Haiti, the U.S.-led Operation Uphold Democracy directly restored a democratic government. We are also working in less dramatic ways to nurture new democratic institutions, to share our experience on the appropriate role of the military in a civil society, and to strengthen the administration of justice and rule of law. The IDB has been extraordinarily helpful in Haiti.

In Cuba, we are committed to challenging peacefully the Cuban Government's 37-year reign of tyranny and denial of basic individual and political rights.

Fourth, we must address the transnational threats to economic and social development, such as environmental degradation and crime.

Protection of the environment will continue to be high on our agenda for the region. Under Secretary Christopher's leadership, the Department of State has been working to integrate environmental issues into all aspects of U.S. foreign policy. We are creating regional environmental hubs -- one of the first will be in San Jose, Costa Rica -- to support our diplomacy, address transboundary pollution issues, and better coordinate our efforts.

One of the greatest threats to our objectives in the hemisphere is transnational crime, particularly narcotics trafficking and related activities such as money laundering. These criminal activities increasingly support violence and terrorism, undermine fragile democratic institutions, distort economies and hinder long-term economic growth. The counternarcotics fight requires the fullest cooperation of all nations in the hemisphere.

Conclusion

Let me conclude by noting that, in my view, U.S. policy toward Latin America today is unusually strong and resilient.

We share with Latin America a clear vision of where we want to go. We have a common strategy to achieve that vision which is specific and comprehensive. And we have an ongoing dialogue among governments, and with the other key players of this hemisphere's societies, which ensures that our goals and our strategies reflect changing realities. I view today's meeting as part of that dialogue, and I welcome your comments.

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Divider Title: **LATIN AMERICA & US POLICY**

Fast Track: In the National Interest of the United States:

FAST TRACK MEANS: IMPROVING OUR STANDARD OF LIVING

- The Economy is Strong. The President's economic strategy of cutting the deficit, investing in education and training and opening markets abroad is working. America has enjoyed the longest period of sustained growth in a generation— 25% of which was produced by exports The result: 12 million new jobs, unemployment at 5%, inflation the lowest in a generation
- Our Future Prosperity Depends on Trade. 96% of the world's consumers live outside the US The global economy will grow at three times the rate of the US economy. The American people need fast track to negotiate smart new trade agreements that keep us competitive, expand our exports, create more jobs, and raise our standard of living.
- Staying on the Fast Track. By knocking down trade barriers and creating news jobs, President Clinton will use fast track to keep America's economic expansion on the global fast track.

fast track means keeping our (America) economy on the fast track

FAST TRACK MEANS: CREATING MORE JOBS

- Knocking Down Barriers. The President will keep knocking down barriers to American products and services because that strategy is working for the American people. The US is once again the world's largest total exporter, the largest producer of semiconductors, and the largest producer of automobiles. Exports support 11 million American jobs, including one in five manufacturing jobs, and over the past four years, one-quarter of our economic growth came from trade and exports.
- Sectoral Agreements. The President will negotiate agreements in sectors where the US is most competitive: medical equipment, telecommunications, environmental technology and agriculture.
- Regional Free Trade Agreements. The President will open markets in Asia, Latin America, and Africa to US goods and services.
- Free and Fair Trade. The President supports raising labor standards, protecting the environment and ensuring through aggressive worker retraining and increased educational opportunities that no American is left out of the global economy.

FAST TRACK MEANS: MAINTANING AMERICA'S GLOBAL LEADERSHIP

- Staying On Top. As ~~we~~ prepare the American people for the challenges of the 21st century, we face a critical choice: Embrace the global economy and continue to shape it to America's advantage, or turn back and fail to compete for new contracts, new business or new job opportunities.
- Lead or Be Left Behind. Since 1992, in Latin America and Asia other countries have reached more than 20 preferential agreements without the United States. Lack of leadership will let ~~barriers block~~ American products and deny American workers the opportunity to increase their prosperity.
- Bipartisanship. Every President since Ford has had fast track authority. Congress has consistently recognized the President must have the authority to break down foreign trade barriers and a bipartisan majority of the United States Congress has consistently supported American leadership in opening markets and creating jobs.

Fast Track Talking Points:

GENERAL POINTS

- Fast track authority is in the national interest of the United States. America's economic strength and standard of living is linked to knocking down trade barriers, exporting our goods and services, and creating more high skilled jobs.

- Fast track is a prerequisite to US negotiating credibility and without it, the President cannot assure our negotiating partners that the deal they strike is the deal that will be voted on by Congress. Without that assurance, foreign governments are reluctant to negotiate with the United States.

- As we prepare the American people for the challenges of the 21st century, we face a critical choice: We can embrace the global economy and continue America's economic expansion, or we can turn our back on the world and fail to compete for new contracts, new markets, new business or new job opportunities.

- Every President since Ford, Republican and Democrat, has had fast track authority. Congress has consistently recognized the President must have the authority to break down foreign trade barriers and a bipartisan majority of the United States Congress has consistently supported American leadership in opening markets and creating jobs

- The President supports raising labor standards, protecting the environment and ensuring through aggressive worker retraining and increased educational opportunities that no American is left out of the global economy

THE RECORD IS CLEAR

- President Clinton's economic strategy of deficit reduction, investing in our people through education and training, and opening markets to our goods and services has created the largest economic expansion in a generation.

- The American people have enjoyed the longest period of sustained growth of all our G-7 partners--seven years as of last March. The US economy has created 12 million new jobs, the unemployment rate is 5%, core inflation is at a 30 year low, and the value of the stock market has doubled since 1993.

- The United States is once again the world's largest exporter, the largest producer of semiconductors, and the largest producer of automobiles. Independent studies have found America to be the most competitive economy in the world for the past five years.

- Over the last four years, American manufactured exports rose by 42%, high technology exports jumped 46%, service exports climbed 26% and farm exports rose 43%.

- US industrial production has increased by 18% in real terms between 1992 and 1996, while Japan's has risen just 8% and Germany's declined by 1%.

- No country is better positioned to compete than the United States. To maintain the standard of living of the American people, President Clinton needs fast track authority to continue America's record economic expansion.

STAYING ON THE FAST TRACK: CREATING AMERICAN JOBS

- Over the past four years, one-quarter of our economic growth has come from overseas trade and US exports have created 1.4 million new American jobs Fast track will help this trend continue.

- In addition, 11 million total American jobs are supported by exports, including one in five manufacturing jobs--paying 13-16% more than non-trade related jobs.

- Over the next decade, the global economy is expected to grow at three times the rate of the US economy. Growth will be particularly powerful in the world's emerging markets.

- In a world where over 96% of the world's consumers live outside of the United States, we must export our goods and services to sustain our standard of living at home. To stay on the global fast track, the American economy needs fast track authority.

MAINTAINING AMERICA'S STANDARD OF LIVING

The rapidly expanding global economy presents enormous potential for American companies and workers:

- Sectoral Agreements: The President would negotiate agreements in sectors where the US is most competitive. From medical equipment, environmental technology, telecommunications to high tech computers, the President will tear down more barriers to American exports. For example, the recent Information Technology Agreement eliminated tariffs and unshackled $500 billion of trade in semiconductors, computers, telecommunications equipment and software, amounting to a $5 billion tax cut in tariffs on American exports.

- Agriculture: The President would use fast track authority for negotiations to cut barriers in the $536 billion global agriculture market that will attack such practices as export subsidies and domestic support programs.

- Services: A $1.2 trillion global market—where US firms exported more than $220 billion in 1996 with a surplus of $74 billion. The President would address a wide range of service sectors, including health care, education, entertainment, tourism and business consulting and advertising.

Regional Free Trade Agreements

- Asia. Asia has the fastest growing economies in the world, with nearly 3 billion consumers. Forecasters expect real growth of 6-7% annually for the next 15 years. In APEC, the President is working to reach agreement in key sectors that could open these markets to America's goods and services.

- Latin America/Caribbean: The Latin American market is the fastest growing area for US exports in 1996. If this trend continue, Latin America and the Caribbean will exceed the EU as the top destination for US exports by 2000 and exceed Japan and the EU combined by 2010. The President is committed to the Free Trade Area of the Americas and Chile would be our first step in this process.

- Africa: Working with Congress, the President recently launched an Africa trade initiative to foster stronger economic prosperity in Africa and create new markets to American products. Africa's nations are joining the march toward freedom and open markets with Sub-Saharan Africa having 700 million potential consumers. Yet the United States supplies only 7% of Africa's imports. When ready, the President would explore free trade negotiations with South Africa.

AMERICAN LEADERSHIP

- Over 50 years of persistent American leadership has helped bring down global barriers to America's products--falling from an average 40% at the end of World War II to about 5% today. This has lead to a 90-fold increase in global trade.

- As the world's sole superpower, we simply cannot turn our back on the global economy. The United States exports more products and services than any country in the world and trade provided more than one-fourth of our economic growth over the past four years. Without fast track authority, the United States will lose our strong competitive advantage, erode our growing economic expansion and miss the opportunity to increase our exports and create more job opportunities.

THE PRICE OF INACTION:

- America's failure to participate in shaping the global trading system will allow our competitors to negotiate preferential trade arrangements, form strategic relationships excluding the United States and create new exclusive trade alliances. The United States must not abdicate its global leadership to the detriment of the American economy.

- Since 1992, in Latin America and Asia alone, our competitors have negotiated 20 free trade pacts excluding the United States.

- Today every major economy in this hemisphere has a preferential trade deal with Chile except the United States. This gives our competitors an 8% across-the-board tariff advantage for their products, which means American companies must sell to Chile with an immediate 8% cost disadvantage.

- For example, Canada's Northern Telecom won a $180 million telecommunications contract over three US companies in part because it could avoid paying $200 million worth of tariffs.

- MERCOSUR (Argentina, Brazil, Paraguay, Uruguay) wants to expand its agreements to include all of South America.

- China has targeted Mexico, Argentina, Brazil, Chile and Venezuela as "strategic priorities" in Latin America.

- ASEAN is forming a trade area that will include 400 million people. President Menem recently suggested a MERCOSUR-ASEAN FTA--an agreement that would encompass over 600 million people and severely disadvantage key US sectors.

- The EU has begun a process to reach a free trade agreement with Brazil, Argentina and other MERCOSUR countries and President Chirac has declared "Latin America's essential economic interests...lie not with the United States but with Europe."

FAST TRACK IS NOT ABOUT NAFTA:

- This debate is not about NAFTA. Fast track authority will allow the President to knock down trade barriers and negotiate a broad array of trade agreements--from sectoral agreements on medical equipment and telecommunications to regional agreements in Asia, Africa and Latin American to eliminating global barriers in the WTO. The debate over fast track is about embracing the opportunities of the global economy to create jobs, expand exports, and maintain America's standard of living.

RAISING LABOR STANDARDS AND PROTECTING THE ENVIRONMENT

- Opening foreign markets does not mean retreating from our commitment to labor and the environment. The President is committed to promoting worker rights and ensuring that economic growth does not come at the expense of a clean and healthy environment. Failing to engage the world's markets will not improve worker rights or protect the environment—but through dialogue and engagement these issues will be addressed.

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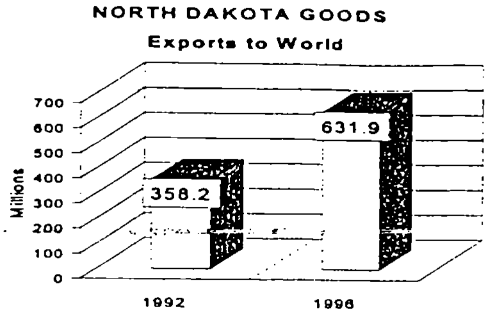
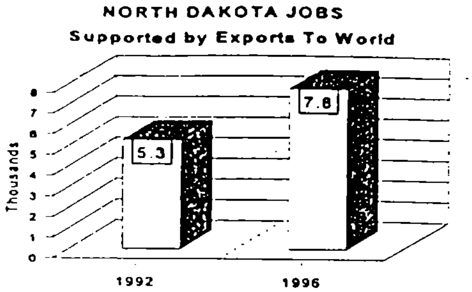
Divider Title: **TRADE STATISTICS**

NORTH DAKOTA STATE EXPORTS





- North Dakota recorded goods exports totaling $631.9 million in 1996, up an estimated 76 percent ($273.7 million) from 1992. During 1996, North Dakota was the 46th largest state exporter of goods.

- North Dakota's jobs supported by goods exports grew an estimated 47 percent (2,498 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, North Dakota exports accounted for 14.4 percent of its manufacturing output and represented 12.2 percent of its total manufacturing employment.

- North Dakota's exports of manufactured products were up by 49 percent between 1993 and 1996 (from $348.0 million in 1993 to $517.9 million in 1996).

- The five largest manufacturing sectors in terms of North Dakota's exports were: Industrial Machinery and Computers ($266.7 million of exports in 1996), Transportation Equipment ($116.2 million), Food Products ($78.7 million), Chemical Products ($16.6 million), and Electronic and Electric Equipment ($10.0 million). These five sectors accounted for 77 percent of the state's total exports in 1996.

- Among North Dakota's fastest growing manufactured exports (in millions) were:

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

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

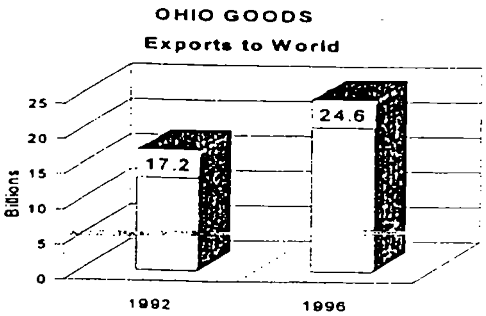
- Total exports from North Dakota to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from $301.1 million in 1993 to $435.2 million in 1996). During 1996, Canada was North Dakota's largest export market, while Mexico was North Dakota's fourth largest export market. Exports to Canada were up by 42 percent ($123.8 million), from $298.1 million in 1993 to $421.9 million in 1996. North Dakota's exports to Mexico were up by 340 percent ($10.3 million), from $3.0 million in 1993 to $13.3 million in 1996.

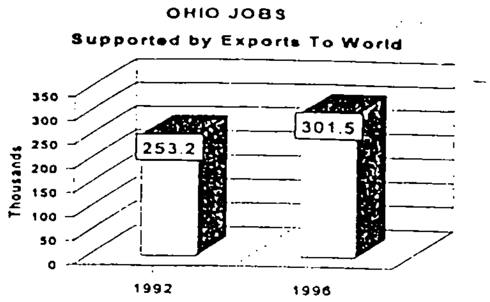
- During 1996, Japan was North Dakota 10th largest export market. Total exports from North Dakota to Japan were up 25 percent ($1.3 million), from $4.9 million in 1993 to $6.2 million in 1996.

- Total exports from North Dakota the European Union were up 41 percent ($39.2 million), from $95.7 million in 1993 to $134.9 million in 1996.

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

OHIO STATE EXPORTS





- Ohio recorded goods exports totaling $24.6 billion in 1996, up 42 percent ($7.3 billion) from 1992. During 1996, Ohio was the seventh largest state exporter of goods.

- Ohio's jobs supported by goods exports grew an estimated 19 percent (48,258 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Ohio exports accounted for 20.5 percent of its manufacturing output and represented 20.0 percent of its total manufacturing employment.

- Ohio's exports of manufactured products were up by 25 percent between 1993 and 1996 (from $18.7 billion in 1993 to $23.5 billion in 1996).

- The five largest manufacturing sectors in terms of Ohio's exports were: Transportation Equipment ($5.7 billion of exports in 1996), Industrial Machinery and Computers ($5.3 billion), Chemical Products ($3.2 billion), Electronic and Electric Equipment ($2.0 billion), and Metal Products ($1.4 billion). These five sectors accounted for over 71 percent of the state's total exports in 1996.

- Among Ohio's fastest growing manufactured exports (in billions) were:

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

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

- Total exports from Ohio to NAFTA countries increased by 22 percent between 1993 (pre-NAFTA) and 1996 (from $9.7 billion in 1993 to $11.8 billion in 1996). During 1996, Canada was Ohio's largest export market, while Mexico was Ohio's second largest export market. Exports to Canada were up by 19 percent ($1.7 billion) from $8.6 billion in 1993 to $10.3 billion in 1996. Ohio's exports to Mexico were up by 45 percent ($462 million), from $1.0 billion in 1993 to $1.5 billion in 1996.

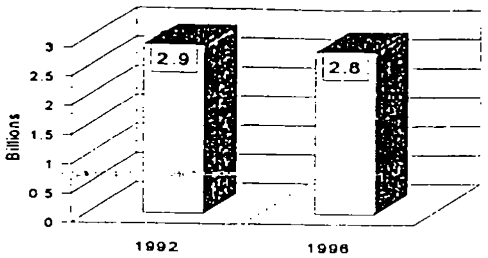
- During 1996, Japan was Ohio's fourth largest export market. Total exports from Ohio to Japan were up 46 percent ($416 million), from $902.9 million in 1993 to $1.3 billion in 1996.

- Total exports from Ohio to the European Union were up 16 percent ($703 million), from $4.5 billion in 1993 to $5.2 billion in 1996.

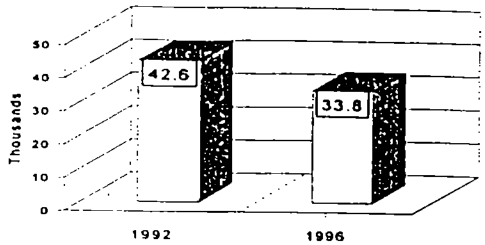
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research, U.S. Commerce Dept. and [illegible]

OKLAHOMA STATE EXPORTS

OKLAHOMA GOODS
Exports to World



OKLAHOMA JOBS
Supported by Exports To World



- Oklahoma recorded goods exports totaling $2.8 billion in 1996, down 5 percent ($151 million) from 1992. During 1996, Oklahoma was the 33rd largest state exporter of goods.

- Nearly 34 thousand Oklahoma jobs were supported by goods exports during 1996. However, Oklahoma's jobs supported by goods exports declined an estimated 21 percent (8,832 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Oklahoma's exports accounted for 14.9 percent of its manufacturing output and represented 16.0 percent of its total manufacturing employment.

- Oklahoma's exports of manufactured products were up by 13 percent between 1993 and 1996 (from $2.2 billion in 1993 to $2.5 billion in 1996).

- The five largest manufacturing sectors in terms of Oklahoma's exports were: Industrial Machinery and Computers ($887 million of exports in 1996), Chemical Products ($326 million), Transportation Equipment ($253 million), Electronic and Electric Equipment ($224 million), and Fabricated Metal Products ($206 million). These five sectors accounted for 69 percent of the state's total exports in 1996.

- Among Oklahoma's fastest growing manufactured exports (in millions) were:

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

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

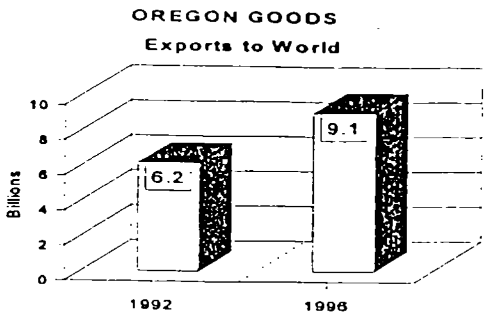
- Total exports from Oklahoma to NAFTA countries increased by 14 percent between 1993 (pre-NAFTA) and 1996 (from $724 million in 1993 to $824 million in 1996). During 1996, Canada was Oklahoma's largest export market, while Mexico was Oklahoma's third largest export market. Exports to Canada were up by 14 percent ($77 million), from $554 million in 1993 to $631 million in 1996. Oklahoma's exports to Mexico were up by 13 percent ($22 million), from $170 million in 1993 to $192 million in 1996.

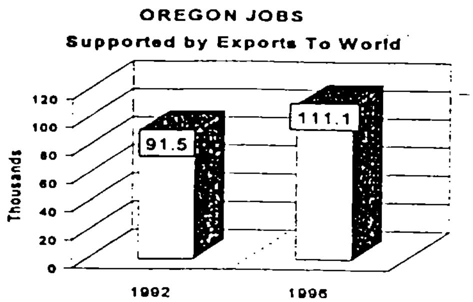
- During 1996, Japan was Oklahoma's second largest export market. Total exports from Oklahoma to Japan were up 66 percent ($82 million), from $123 million in 1993 to $205 million in 1996.

- Total exports from Oklahoma to the European Union were up 10 percent ($47 million), from $478 million in 1993 to $525 million in 1996.

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

OREGON STATE EXPORTS





- Oregon recorded goods exports totaling $9.1 billion in 1996, up 45 percent ($2.8 billion) from 1992. During 1996, Oregon was the 22nd largest state exporter of goods.

- Oregon's jobs supported by goods exports grew an estimated 22 percent (19,630 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Oregon exports accounted for 23.1 percent of its manufacturing output and represented 20.9 percent of its total manufacturing employment.

- Oregon's exports of manufactured products were up by 30 percent between 1993 and 1996 (from $4.2 billion in 1993 to $5.5 billion in 1996).

- The five largest manufacturing sectors in terms of Oregon's exports were: Electronic and Electric Equipment ($1.7 billion of exports in 1996), Industrial Machinery and Computers ($1.4 billion), Lumber and Wood Products ($563.2 million), Transportation Equipment ($477.7 million), and Paper Products ($309.8). These five sectors accounted for 49 percent of the state's total exports in 1996.

- Among Oregon fastest growing manufactured exports (in millions) were:

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

- Oregon is the country's 26th largest agricultural exporting state, shipping $686 million in agricultural exports abroad in FY 1996. The largest export categories, wheat and vegetables, accounted for 57 percent of Oregon's agricultural exports in FY 1996.

- Total exports from Oregon to NAFTA countries increased by 3 percent between 1993 (pre-NAFTA) and 1996 (from $1.10 billion in 1993 to $1.13 billion in 1996). During 1996 Canada was Oregon's third largest export market, while Mexico was Oregon's 22nd largest export market. Exports to Canada were up by 9 percent ($90.4 million), from $985.9 million in 1993 to $1.1 billion in 1996. Oregon's exports to Mexico were down by 52 percent ($59 million), to $55.0 million in 1996.

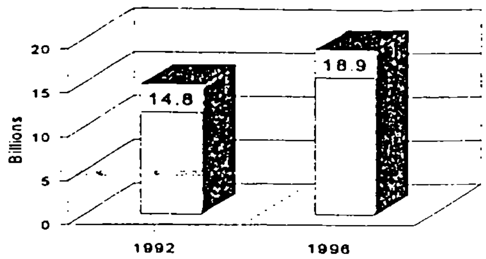
- During 1996, Japan was Oregon's largest export market. Total exports from Oregon to Japan were up 19 percent ($246 million), from $1.3 billion in 1993 to $1.6 billion in 1996.

- Total exports from Oregon to the European Union were down 11 percent ($128.8 million), from $1.1 billion in 1993 to $1.0 billion in 1996.

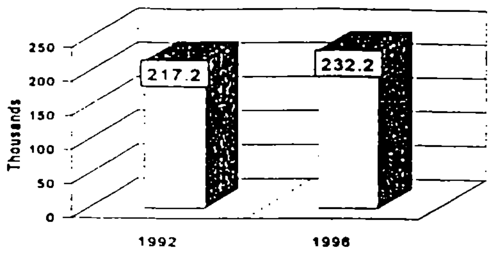
Sources USTR based on data from the Massachusetts Institute of Social and Economic Research U S Commerce Dept , and the U S Agriculture Dept

PENNSYLVANIA STATE EXPORTS

PENNSYLVANIA GOODS
Exports to World



PENNSYLVANIA JOBS
Supported by Exports To World



- Pennsylvania recorded goods exports totaling $18.9 billion in 1996, up 28 percent ($4.1 billion) from 1992. During 1996, Pennsylvania was the 10th largest state exporter of goods.

- Pennsylvania's jobs supported by goods exports grew an estimated 7 percent (15,059 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Pennsylvania's exports accounted for 16.8 percent of its manufacturing output and represented 17.7 percent of its total manufacturing employment.

- Pennsylvania's exports of manufactured products were up by 30 percent between 1993 and 1996 (from $13.6 billion in 1993 to $17.8 billion in 1996).

- The five largest manufacturing sectors in terms of Pennsylvania's exports were: Chemical Products ($3.6 billion of exports in 1996), Industrial Machinery and Computers ($3.4 billion), Electronic and Electric Equipment ($2.6 billion), Primary Metal Industries ($1.6 billion), and Transportation Equipment ($1.2 billion). These five sectors accounted for 66 percent of the state's total exports in 1996.

- Among Pennsylvania's fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Primary Metal Industries	$1.0	$1.6	66%
Chemical Products	2.6	3.5	36
Industrial Machinery and Computers	2.5	3.4	36
Electronic and Electric Equipment	2.0	2.6	31

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

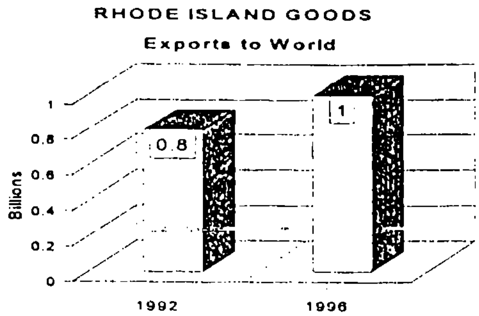
- Total exports from Pennsylvania to NAFTA countries increased by 19 percent between 1993 (pre-NAFTA) and 1996 (from $5.2 billion in 1993 to $6.1 billion in 1996). During 1996, Canada was Pennsylvania's largest export market, while Mexico was Pennsylvania's fourth largest export market. Exports to Canada were up by 16 percent ($709 million), from $4.5 billion in 1993 to $5.2 billion in 1995. Pennsylvania's exports to Mexico were up by 36 percent ($254 million), from $710 million to $964 million in 1996.

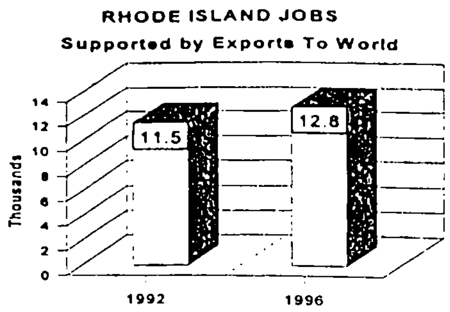
- During 1996, Japan was Pennsylvania's third largest export market. Total exports from Pennsylvania to Japan were up 32 percent ($284 million), from $893 million in 1993 to $1.2 billion in 1996.

- Total exports from Pennsylvania to the European Union were up 43 percent ($1.4 billion), to $4.7 billion in 1996.

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

RHODE ISLAND STATE EXPORTS





- Rhode Island recorded goods exports totaling $1.0 billion in 1996, up 34 percent ($262 million) from 1992. During 1996, Rhode Island was the 42nd largest state exporter of goods.

- Rhode Island's jobs supported by goods exports declined an estimated 12 percent (1,341 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Rhode Island exports accounted for 19.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.

- Rhode Island's exports of manufactured products were down by 1 percent between 1993 and 1996 (from $898.8 million in 1993 to $886.4 million in 1996).

- The five largest manufacturing sectors in terms of Rhode Island's exports were: Industrial Machinery and Computers ($177.6 million of exports in 1996), Electronic and Electric Equipment ($161.7 million), Miscellaneous Manufacturing Industries ($135.8 million), Scientific and Measuring Instruments ($66.9 million) and Primary Metals ($66.8 million). These five sectors accounted for over 58 percent of the state's total exports in 1996.

- Among Rhode Island fastest growing manufactured exports (in millions) were:

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

- Rhode Island is the country's 48th largest agricultural exporting state, shipping $1.1 million in agricultural exports abroad in FY 1996.

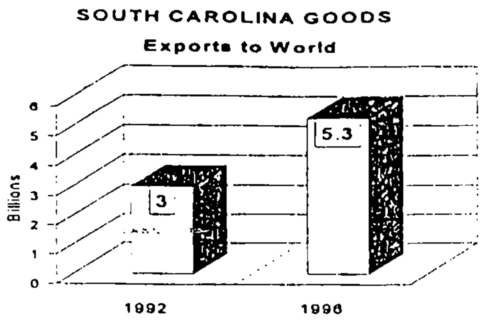
- Total exports from Rhode Island to NAFTA countries increased by 2 percent between 1993 (pre-NAFTA) and 1996 (from $377 million in 1993 to $386 million in 1996). During 1996, Canada was Rhode Island's largest export market, while Mexico was Rhode Island's 11th largest export market. Exports to Canada were up by 8 percent ($27 million) from $333.8 million in 1993 to $360.6 million in 1996. Rhode Island's exports to Mexico were down by 42 percent ($18 million), from $43.1 million in 1993 to $25.2 million in 1996.

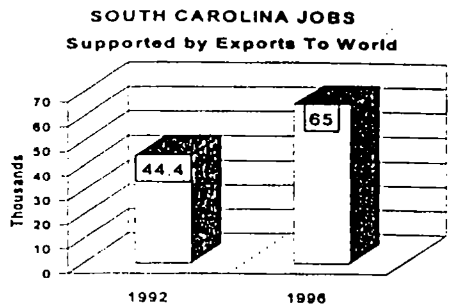
- During 1996, Japan was Rhode Island's third largest export market. Total exports from Rhode Island to Japan were up 48 percent ($21.3 million), from $44.8 million in 1993 to $66.1 million in 1996.

- Total exports from Rhode Island to the European Union were down 10 percent ($37 million), to $316.7 million in 1996.

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

SOUTH CAROLINA STATE EXPORTS





- South Carolina recorded goods exports totaling $5.3 billion in 1996, up 75 percent ($2.3 billion) from 1992. During 1966, South Carolina was the 26th largest state exporter of goods.

- South Carolina's jobs supported by goods exports grew an estimated 46 percent (20,603 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, South Carolina exports accounted for 21.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.

- South Carolina's exports of manufactured products were up by 47 percent between 1993 and 1996 (from $3.5 billion in 1993 to $5.2 billion in 1996).

- The five largest manufacturing sectors in terms of South Carolina's exports were: Electronic and Electric Equipment ($959.0 million of exports in 1996), Transportation Equipment ($890.6 million), Industrial Machinery and Computers ($764.3 million), Chemical Products ($618.8 million), and Textile Mill Products ($388.9 million). These five sectors accounted for 68 percent of the state's total exports in 1996.

- Among South Carolina's fastest growing manufactured exports (in millions) were:

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

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

- Total exports from South Carolina to NAFTA countries increased by 47 percent between 1993 (pre-NAFTA) and 1996 (from $1.6 billion in 1993 to $2.3 billion in 1996). During 1996, Canada was South Carolina's largest export market, while Mexico was South Carolina's third largest export market. Exports to Canada were up by 25 percent ($321 million), from $1.3 billion in 1993 to $1.6 billion in 1996. South Carolina's exports to Mexico were up by 140 percent ($421 million), from $300.3 million in 1993 to $721.2 million in 1996.

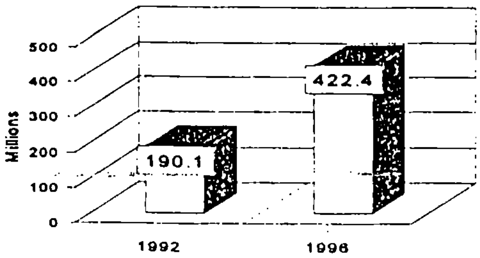
- During 1996, Japan was South Carolina's fifth largest export market. Total exports from South Carolina to Japan were up 33 percent ($51.7 million), from $159.1 million in 1993 to $210.9 million in 1996.

- Total exports from South Carolina to the European Union were up 65 percent ($609.8 million), from $933.6 million in 1993 to $1.5 billion in 1996.

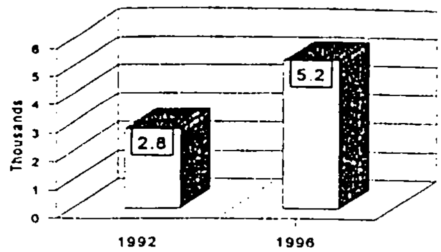
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research [illegible]

SOUTH DAKOTA STATE EXPORTS

SOUTH DAKOTA GOODS
Exports to World



SOUTH DAKOTA JOBS
Supported by Exports To World



- South Dakota recorded goods exports totaling $422.4 million in 1996, up 122 percent ($232 million) from 1992. During 1996, South Dakota was the 47th largest state exporter of goods.

- South Dakota's jobs supported by goods exports grew an estimated 86 percent (2,394 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, South Dakota exports accounted for 13.7 percent of its manufacturing output and represented 16.5 percent of its total manufacturing employment.

- South Dakota's exports of manufactured products were up by 82 percent between 1993 and 1996 (from $223.7 million in 1993 to $406.6 million in 1996).

- The five largest manufacturing sectors in terms of South Dakota's exports were: Industrial Machinery and Computers ($150.1 million of exports in 1996), Primary Metals ($60.8 million), Scientific and Measuring Instruments ($55.6 million), Electronic and Electric Equipment ($42.8 million), and Transportation Equipment ($29.4 million). These five sectors accounted for over 80 percent of the state's total exports in 1996.

- Among South Dakota's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Industrial Machinery and Computers	$71.4	$150.1	110%
Electronic and Electric Equipment	21.9	42.8	95
Transportation Equipment	18.3	29.4	60
Scientific and Measuring Instruments	35.8	55.6	55

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

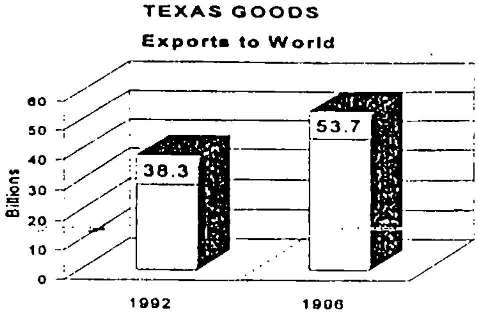
- Total exports from South Dakota to NAFTA countries increased by 41 percent between 1993 (pre-NAFTA) and 1996 (from $133.1 million in 1993 to $187.6 million in 1996). During 1996, Canada was South Dakota's largest export market, while Mexico was South Dakota's 10th largest export market. Exports to Canada were up by 39 percent ($50.4 million), from $128.7 million in 1993 to $179.1 million in 1996. South Dakota's exports to Mexico were up by 95 percent ($4.2 million), from $4.4 million in 1993 to $8.6 million in 1996.

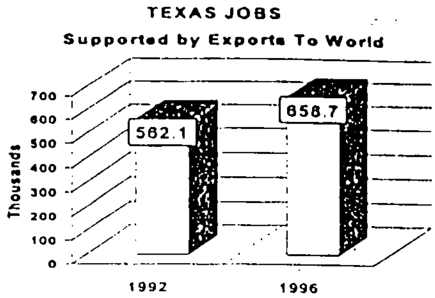
- During 1996, Japan was South Dakota's fourth largest export market. Total exports from South Dakota to Japan were up 173 percent ($18.4 million), from $10.6 million in 1993 to $29.1 million in 1996.

- Total exports from South Dakota to the European Union were up 64 percent ($43.0 million), from $67.4 million in 1993 to $110.4 million in 1996.

Sources: USTR based on data from the [illegible]

TEXAS STATE EXPORTS





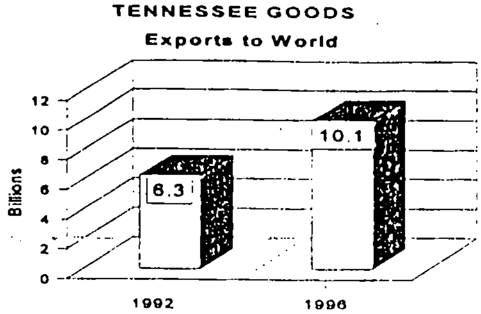
- Texas recorded goods exports totaling $53.7 billion in 1996, up 40 percent ($15.4 billion) from 1992. During 1996, Texas was the second largest state exporter of goods.
- Texas' jobs supported by goods exports grew an estimated 17 percent (96,506 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

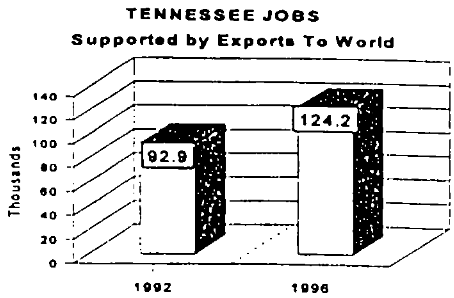
Sector	1993	1996	Change %
Fabricated Metal Products	$1.1	$2.2	91%
Electronic and Electric Equipment	6.7	11.2	67
Rubber and Plastic Products	0.8	1.3	64
Chemical Products	6.5	8.6	33

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

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

TENNESSEE STATE EXPORTS





- Tennessee recorded goods exports totaling $10.1 billion in 1996, up 60 percent ($3.8 billion) from 1992. During 1996, Tennessee was the 19th largest state exporter of goods.

- Tennessee's jobs supported by goods exports grew an estimated 34 percent (31,267 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Tennessee exports accounted for 17.2 percent of its manufacturing output and represented 15.7 percent of its total manufacturing employment.

- Tennessee's exports of manufactured products were up by 43 percent between 1993 and 1996 (from $5.6 billion in 1993 to $8.0 billion in 1996).

- The five largest manufacturing sectors in terms of Tennessee's exports were: Transportation Equipment ($1.6 billion of exports in 1996), Chemical Products ($1.5 billion), Industrial Machinery and Computers ($1.1 billion), Paper Products ($960 million) and Electronic and Electric Equipment ($865 million). These five sectors accounted for over 58 percent of the state's total exports in 1996.

- Among Tennessee's fastest growing manufactured exports (in billions) were:

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

- Tennessee is the country's 28th largest agricultural exporting state, shipping $514 million in agricultural exports abroad in FY 1996. The largest export categories, soybeans, cotton and linters and tobacco, accounted for 65 percent of Tennessee's agricultural exports in FY 1996.

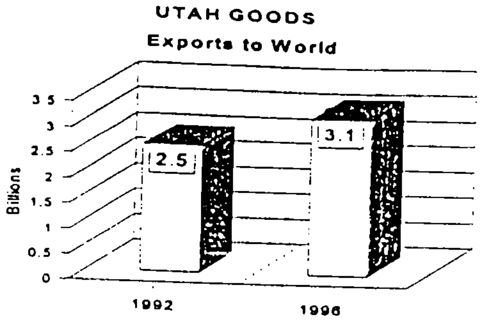
- Total exports from Tennessee to NAFTA countries increased by 38 percent between 1993 (pre-NAFTA) and 1996 (from $2.5 billion in 1993 to $3.5 billion in 1996). During 1996, Canada was Tennessee's largest export market, while Mexico was Tennessee's second largest export market. Exports to Canada were up by 29 percent ($529 million), from $1.8 billion in 1993 to $2.4 billion in 1996. Tennessee's exports to Mexico were up by 63 percent ($445 million), from $702.7 million in 1993 to $1.1 billion in 1996.

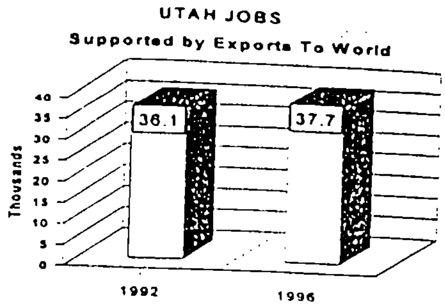
- During 1996, Japan was Tennessee's fourth largest export market. Total exports from Tennessee to Japan were up 87 percent ($352 million), from $406.3 million in 1993 to $758.5 million in 1996.

- Total exports from Tennessee to the European Union were up 22 percent ($362 million), from $1.6 billion in 1993 to $2.0 billion in 1996.

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

UTAH STATE EXPORTS





- Utah recorded goods exports totaling $3.1 billion in 1996, up 25 percent ($612 million) from 1992. During 1996, Utah was the 31th largest state exporter of goods.

- Utah's jobs supported by goods exports grew an estimated 4 percent (1,598 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Utah exports accounted for 17.2 percent of its manufacturing output and represented 17.7 percent of its total manufacturing employment.

- Utah's exports of manufactured products increased by 31 percent between 1993 and 1996 (from $2.0 billion in 1993 to $2.7 billion in 1996).

- The five largest manufacturing sectors in terms of Utah's exports were: Primary Metals ($560.0 million of exports in 1996), Transportation Equipment ($482.9), Industrial Machinery and Computers ($471.7 million), Electronic and Electric Equipment ($374.4 million), and Chemical Products ($210.1 million). These five sectors accounted for over 68 percent of the state's total exports in 19956

- Among Utah's fastest growing manufactured exports (in millions) were:

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

- Utah is the country's 36th largest agricultural exporting state, shipping $147 million in agricultural exports abroad in FY 1996. The largest export categories, live animals and meat, and hides and skins, accounted for 78 percent of Utah's agricultural exports in FY 1996.

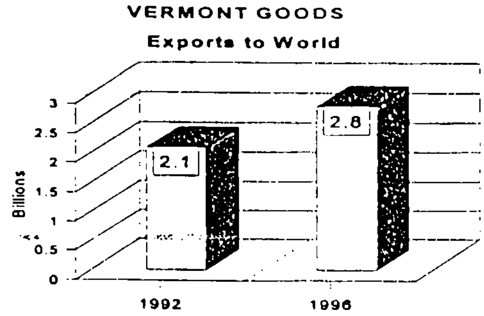
- Total exports from Utah to NAFTA countries increased by 28 percent between 1993 (pre-NAFTA) and 1996 (from $471.8 million in 1993 to $604.2 million in 1996). During 1996, Canada was Utah's largest export market, while Mexico was Utah's ninth largest export market. Exports to Canada were up by 18 percent ($80.0 million) from $439.8 million to $519.8 million in 1996. Utah's exports to Mexico were up by 163 percent ($52.3 million), from $32.0 million in 1993 to $84.3 million in 1996.

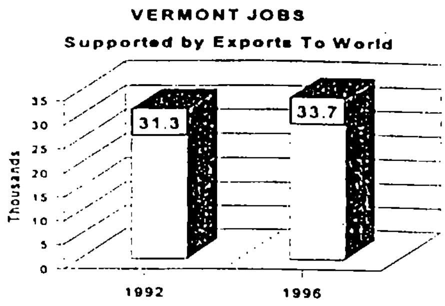
- During 1996, Japan was Utah's second largest export market. Total exports from Utah to Japan were up 86 percent ($223.4 million), from $258.6 million in 1993 to $482.1 million in 1996.

- Total exports from Utah to the European Union were up 108 percent ($532 million), from $493.5 million in 1993 to $1.0 billion in 1996.

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

VERMONT STATE EXPORTS





- Vermont recorded goods exports totaling \$2.8 billion in 1996, up 29 percent (\$614 million) from 1992. During 1996, Vermont was the 34st largest state exporter of goods.

- Vermont's jobs supported by goods exports increased an estimated 8 percent (2,399 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Vermont's exports accounted for 20.6 percent of its manufacturing output and represented 18.5 percent of its total manufacturing employment.

- Vermont's exports of manufactured products were up by 3 percent between 1993 and 1996 (from \$2.6 billion in 1993 to \$2.7 billion in 1996).

- The five largest manufacturing sectors in terms of Vermont's exports were: Electronic and Electric Equipment (\$2.1 billion of exports in 1996), Industrial Machinery and Computers (\$127.5 million), Fabricated Metal Products (\$76.5 million), Transportation Equipment (\$38.7 million), and Paper Products (\$38.2 million). These five sectors accounted for over 85 percent of the state's total exports in 1996.

- Among Vermont's fastest growing manufactured exports (in millions) were:

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

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

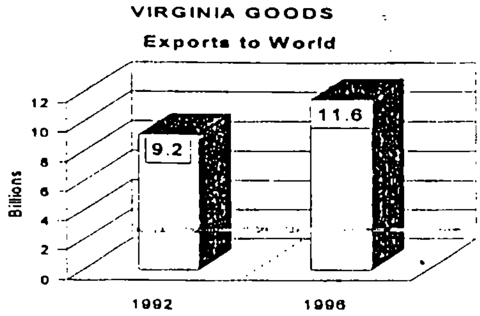
- Total exports from Vermont to NAFTA countries decreased by 1 percent between 1993 (pre-NAFTA) and 1996 (from \$2.52 billion in 1993 to \$2.50 billion in 1996). During 1996, Canada was Vermont's largest export market, while Mexico was Vermont's eleventh largest export market. Exports to Canada were down by 1 percent (\$16 million), from \$2.50 billion in 1993 to \$2.49 billion in 1996. Vermont's exports to Mexico were down by 35 percent (\$5.0 million), to \$9.3 million in 1996.

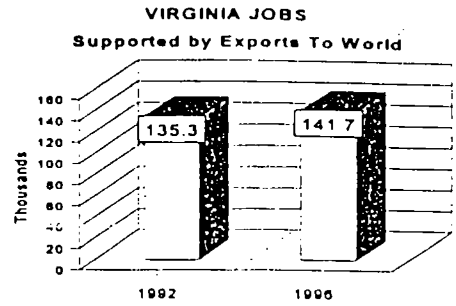
- During 1996, Japan was Vermont's third largest export market. Total exports from Vermont to Japan were up 139 percent (\$21 million), from \$14.9 million in 1993 to \$35.5 million in 1996.

- Total exports from Vermont to the European Union were up 29 percent (\$23 million), to \$101.7 million in 1996.

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

VIRGINIA STATE EXPORTS





- Virginia recorded goods exports totaling $11.6 billion in 1996, up 25 percent ($2.3 billion) from 1992. During 1996, Virginia was the 16th largest state exporter of goods.

- Virginia's jobs supported by goods exports grew an estimated 5 percent (6,427 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Virginia's exports accounted for 17.2 percent of its manufacturing output and represented 14.0 percent of its total manufacturing employment.

- Virginia's exports of manufactured products were up by 34 percent between 1993 and 1996 (from $7.6 billion in 1993 to $10.3 billion in 1996).

- The five largest manufacturing sectors in terms of Virginia's exports were: Tobacco ($3.7 billion of exports in 1996), Industrial Machinery and Computers ($1.2 billion), Transportation Equipment ($1.0 billion), Electronic and Electric Equipment ($808 million) and Chemical Products ($801million). These five sectors accounted for 66 percent of the state's total exports in 1996.

- Among Virginia's fastest growing manufactured exports (in billions) were:

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

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

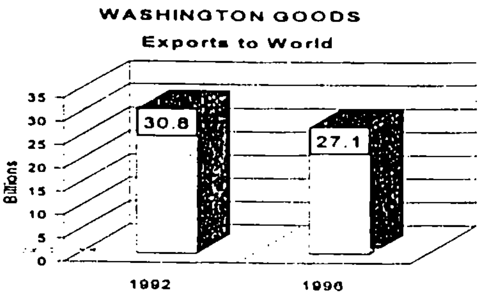
- Total exports from Virginia to NAFTA countries increased by 17 percent between 1993 (pre-NAFTA) and 1996 (from $1.7 billion in 1993 to $1.9 billion in 1996). During 1996, Canada was Virginia's largest export market, while Mexico was Virginia's seventh largest export market. Exports to Canada were up by 19 percent ($250 million), from $1.3 billion in 1993 to $1.6 billion in 1996. Virginia's exports to Mexico were up by 11 percent ($35 million), from $329.2 million in 1993 to $364.6 million in 1996.

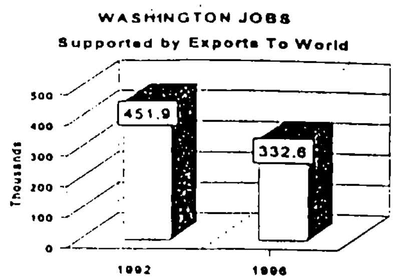
- During 1996, Japan was Virginia's second largest export market. Total exports from Virginia to Japan were up 13 percent ($160 million), from $1.2 billion in 1993 to $1.4 billion in 1996.

- Total exports from Virginia to the European Union were up 54 percent ($1.2 billion), from $2.3 billion in 1993 to $3.5 billion in 1996.

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

WASHINGTON STATE EXPORTS





- Washington recorded goods exports totaling \$27.1 billion in 1996, down 12 percent (\$3.7 billion) from 1992. During 1996, Washington was the sixth largest state exporter of goods. This decline was primarily due to the decline in the sales of transportation equipment, mainly aircraft and associated products. With the increased orders for airplanes to Boeing over the past year, an increase in exports for this sector should be expected. Washington's goods exports (not including the sales of transportation equipment) increased by 22 percent (\$2.4 billion) between 1992 and 1996 (from \$10.7 billion in 1993 to \$13.1 billion in 1996).

- Over 330,000 jobs in Washington are supported by goods exports in 1996. This has declined by an estimated 26 percent (119,352 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Washington exports accounted for 43.6 percent of its manufacturing output and represented 31.2 percent of its total manufacturing employment.

- Washington exports of manufactured products were down by 6 percent between 1992 and 1996 (from \$25.7 billion in 1993 to \$24.2 billion in 1996).

- The five largest manufacturing sectors in terms of Washington exports were: Transportation Equipment (\$14.0 billion of exports in 1996), Lumber and Wood Products (\$3.2 billion), Paper Products (\$1.4 billion), Industrial Machinery and Computers (\$1.2 billion), and Food Products (\$1.0 billion). These five sectors accounted for 77 percent of the state's total exports in 1996.

- Among Washington fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Electronic and Electric Equipment	\$0.6	\$0.9	50%
Paper Products	0.9	1.4	49
Food Products	0.8	1.0	21
Industrial Machinery and Computers	1.0	1.1	18

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

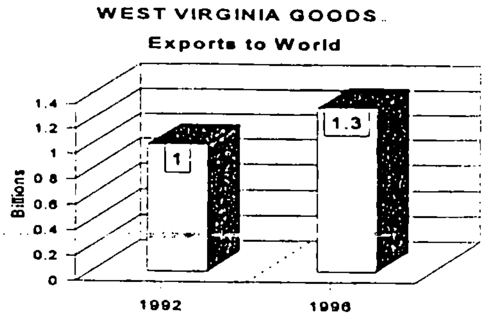
- Total exports from Washington to NAFTA countries increased by 42 percent between 1993 (pre-NAFTA) and 1996 (from \$2.1 billion in 1993 to \$2.9 billion in 1996). During 1996, Canada was Washington's second largest export market, while Mexico was Washington's 18th largest export market. Exports to Canada were up by 44 percent (\$813 million), from \$1.9 billion in 1993 to \$2.7 billion in 1996. Washington's exports to Mexico were up by 27 percent (\$58 million), from \$214.8 million in 1993 to \$273.2 million in 1996.

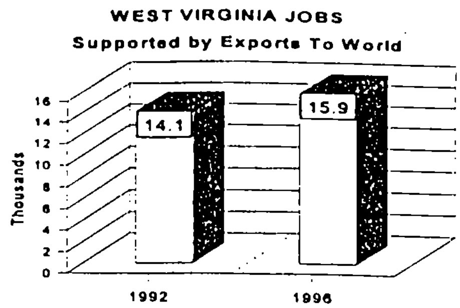
- During 1996, Japan was Washington's largest export market. Total exports from Washington to Japan were down 2.0 percent (\$109.5 million), to \$6.7 billion in 1996.

- Total exports from Washington to the European Union were down 18 percent (\$1.2 billion), to \$5.1 billion in 1996.

Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research ...

WEST VIRGINIA STATE EXPORTS





- West Virginia recorded goods exports totaling $1.3 billion in 1996, up 35 percent ($336 million) from 1992. During 1996, West Virginia was the 41st largest state exporter of goods.

- West Virginia's jobs supported by goods exports grew an estimated 13 percent (1,811 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, West Virginia exports accounted for 26.2 percent of its manufacturing output and represented 20.2 percent of its total manufacturing employment.

- West Virginia exports of manufactured products were up by 47 percent between 1993 and 1996 (from $596.0 million in 1993 to $877.9 million in 1996).

- The five largest manufacturing sectors in terms of West Virginia's exports were: Chemical Products ($301.3 million of exports in 1996), Primary Metals ($232.2 million), Industrial Machinery and Computers ($79.6 million), Transportation Equipment ($65.8) and Lumber and Wood Products ($47.9 million). These five sectors accounted for 56 percent of the state's total exports in 1996.

- Among West Virginia's fastest growing manufactured exports (in millions) were:

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

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

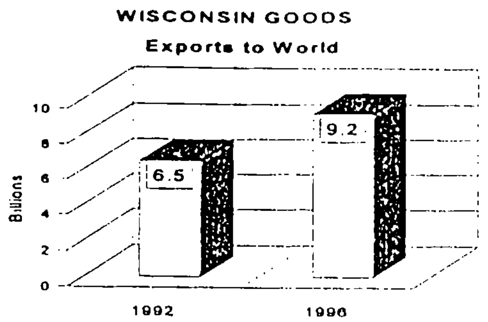
- Total exports from West Virginia to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from $341.0 million in 1993 to $421.3 million in 1996). During 1996, Canada was West Virginia's largest export market, while Mexico was West Virginia's 14th largest export market. Exports to Canada were up by 26 percent ($83 million), from $317.1 million in 1993 to $399.9 million in 1996. West Virginia's exports to Mexico were down by 10 percent ($2.2 million), to $21.4 million in 1996.

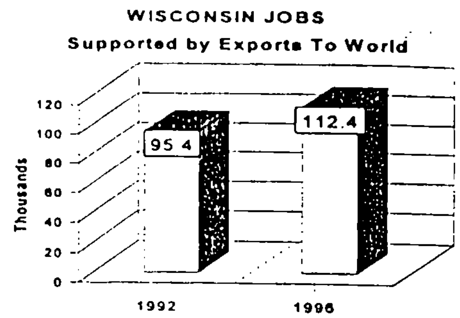
- During 1996, Japan was West Virginia's second largest export market. Total exports from West Virginia to Japan were up 128 percent ($65 million), from $51.0 million in 1993 to $116.4 million in 1996.

- Total exports from West Virginia to the European Union were up 124 percent ($249 million), from $201.3 million in 1993 to $450.4 million in 1996.

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

WISCONSIN STATE EXPORTS





- Wisconsin recorded goods exports totaling $9.2 billion in 1996, up 41 percent ($2.7 billion) from 1992. During 1996, Wisconsin was the 21st largest state exporter of goods.

- Wisconsin's jobs supported by goods exports grew an estimated 18 percent (16,956 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Wisconsin exports accounted for 16.2 percent of its manufacturing output and represented 17.3 percent of its total manufacturing employment.

- Wisconsin exports of manufactured products were up by 40 percent between 1993 and 1996 (from $6.3 billion in 1993 to $8.8 billion in 1996).

- The five largest manufacturing sectors in terms of Wisconsin's exports were: Industrial Machinery and Computers ($3.4 billion of exports in 1996), Scientific and Measuring Instruments ($1.3 billion), Electronic and Electric Equipment ($812.8 million), Transportation Equipment ($521.7 million), and Metal Products ($451.3 million). These five sectors accounted for 71 percent of the state's total exports in 1996.

- Among Wisconsin's fastest growing manufactured exports (in millions) were:

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

- Wisconsin is the country's 14th largest agricultural exporting state, shipping $1.4 million in agricultural exports abroad or 2.3% of the U.S. total in FY 1996. The largest export categories, feed grains, vegetables, and dairy products, accounted for 62 percent of Wisconsin's agricultural exports in FY 1996.

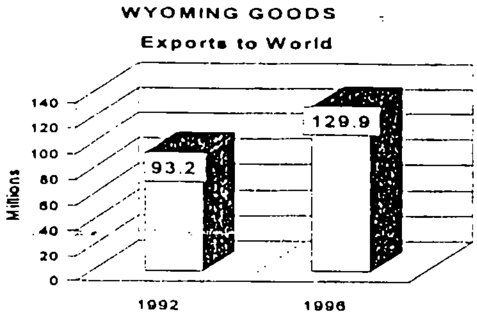
- Total exports from Wisconsin to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from $2.7 billion in 1993 to $3.3 billion in 1996). During 1996, Canada was Wisconsin's largest export market, while Mexico was Wisconsin's fifth largest export market. Exports to Canada were up by 24 percent ($575 million), from $2.4 billion in 1993 to $2.9 billion in 1996. Wisconsin's exports to Mexico were up by 21 percent ($66 million), from $314.4 million in 1993 to $380.4 million in 1996.

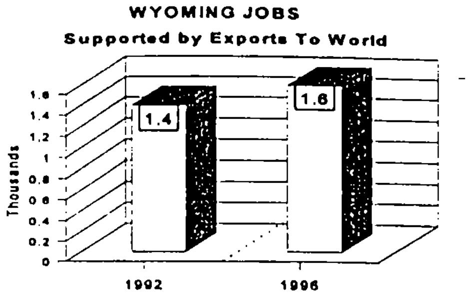
- During 1996, Japan was Wisconsin's second largest export market. Total exports from Wisconsin to Japan were up 130 percent ($403 million), from $309.7 million in 1993 to $712.9 million in 1996.

- Total exports from Wisconsin to the European Union were up 37 percent ($608 million), from $1.6 billion in 1993 to $2.2 billion in 1996.

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

WYOMING STATE EXPORTS





- Wyoming recorded goods exports totaling $129.9 million in 1996, up 40 percent ($36.8 million) from 1992. During 1996, Wyoming was the smallest state exporter of goods.

- Wyoming's jobs supported by goods exports grew an estimated 17 percent (227 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Wyoming's exports accounted for 13.3 percent of its manufacturing output and represented 14.3 percent of its total manufacturing employment.

- Wyoming's exports of manufactured products were up by 29 percent between 1993 and 1996 (from $82.4 billion in 1993 to $105.9 billion in 1996).

- The five largest manufacturing sectors in terms of Wyoming's exports were: Industrial Machinery and Computers ($25.0 million of exports in 1996), Chemical Products ($25.0 million), Food Products ($15.0 million), Transportation Equipment ($11.3 million) and Scientific and Measuring Instruments ($8.6 million). These five sectors accounted for 65 percent of the state's total exports in 1996.

- Among Wyoming's fastest growing manufactured exports (in millions) were:

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

- Wyoming is the country's 41st largest agricultural exporting state, shipping $46 million in agricultural exports abroad in FY 1996.

- Total exports from Wyoming to NAFTA countries increased by 58 percent between 1993 (pre-NAFTA) and 1996 (from $48.8 million in 1993 to $77.1 million in 1996). During 1996, Canada was Wyoming's largest export market, while Mexico was Wyoming's fourth largest export market. Exports to Canada were up by 68 percent ($30 million), from $43.7 million in 1993 to $73.5 million in 1996. Wyoming's exports to Mexico were down by 28 percent ($1.4 million), from $5.1 million in 1993 to $3.7 million in 1996.

- During 1996, Japan was Wyoming's second largest state export market. Total exports from Wyoming to Japan were up 294 percent ($13.9 million), from $4.7 million in 1993 to $18.6 million in 1996.

- Total exports from Wyoming to the European Union were up 30 percent ($4.3 million), from $14.1 million in 1993 to $18.4 million in 1996.

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

SOURCES

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

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

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

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

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

STATE EXPORTS TO NAFTA, 1993 - 1996
(Ranked by State - MISER)

	State	1993	1996	%93-96	Exports to World 1996	NAFTA Exports % of World
1	Alabama	910,781,058	1,740,636,815	91.1%	4,237,035,343	41.1%
2	Alaska	107,222,831	196,738,464	83.5%	899,860,300	21.9%
3	Arizona	1,836,053,231	2,792,339,769	52.1%	10,473,916,832	26.7%
4	Arkansas	582,866,480	784,610,988	34.6%	2,224,537,923	35.3%
5	California	13,298,286,597	20,189,915,256	51.8%	105,645,740,533	19.1%
6	Colorado	1,401,376,006	1,696,561,915	21.1%	10,749,270,381	15.8%
7	Connecticut	2,035,895,561	2,407,234,993	18.2%	14,182,756,305	17.0%
8	Delaware	849,688,763	1,060,278,986	24.8%	4,826,149,803	22.0%
9	Florida	2,820,667,178	2,635,995,511	-6.5%	21,775,917,925	12.1%
10	Georgia	2,014,978,365	2,671,542,988	32.6%	9,345,413,261	28.6%
11	Hawaii	19,060,354	77,453,827	306.4%	313,016,616	24.7%
12	Idaho	227,721,926	331,628,192	45.6%	1,666,813,431	19.9%
13	Illinois	6,861,480,316	9,356,249,085	36.4%	34,661,504,464	27.0%
14	Indiana	6,771,679,960	7,671,215,529	13.3%	13,000,510,739	59.0%
15	Iowa	1,169,650,133	1,574,581,053	34.6%	2,979,577,950	52.8%
16	Kansas	776,392,333	1,523,012,894	96.2%	5,312,958,462	28.7%
17	Kentucky	1,536,240,933	2,560,574,137	66.7%	6,380,029,475	40.1%
18	Louisiana	516,884,750	751,015,756	45.3%	5,002,365,322	15.0%
19	Maine	431,921,369	557,098,479	29.0%	1,354,571,827	41.1%
20	Maryland	820,412,923	791,081,046	-3.6%	3,820,024,937	20.7%
21	Massachussetts	3,365,702,677	4,168,448,197	23.9%	16,477,639,791	25.3%
22	Michigan	20,969,938,003	29,322,859,590	39.8%	42,022,473,633	69.8%
23	Minnesota	2,593,503,545	3,922,492,304	51.2%	14,594,120,074	26.9%
24	Mississippi	418,729,049	521,727,692	24.6%	1,298,783,139	40.2%
25	Missouri	1,934,254,838	2,639,951,342	36.5%	7,490,656,688	35.2%
26	Montana	167,710,318	220,961,206	31.8%	358,003,641	61.7%
27	Nebraska	449,602,206	640,399,365	42.4%	2,572,531,825	24.9%
28	Nevada	161,688,393	311,453,664	92.6%	762,421,785	40.9%
29	New Hampshire	508,160,355	757,288,666	49.0%	1,885,182,108	40.2%
30	New Jersey	3,621,805,127	4,386,736,003	21.1%	20,027,022,588	21.9%
31	New Mexico	165,167,754	156,374,643	-5.3%	935,142,939	16.7%
32	New York	8,416,563,975	11,066,791,675	31.5%	49,342,073,796	22.4%
33	North Carolina	2,979,324,275	4,972,118,939	66.9%	12,529,583,666	39.4%
34	North Dakota	301,135,884	435,189,936	44.5%	631,947,854	68.9%
35	Ohio	9,671,418,499	11,811,990,248	22.1%	24,559,139,813	48.1%
36	Oklahoma	723,709,481	823,500,272	13.8%	2,752,420,057	29.9%
37	Oregon	1,100,011,490	1,131,323,043	2.8%	9,052,808,111	12.5%
38	Pennsylvania	5,164,427,084	6,127,218,631	18.6%	18,919,581,043	32.4%
39	Rhode Island	376,916,224	385,822,156	2.4%	1,042,104,749	37.0%
40	South Carolina	1,579,806,112	2,321,692,478	47.0%	5,298,086,209	43.8%
41	South Dakota	133,057,315	187,645,305	41.0%	422,421,341	44.4%
42	Tennessee	2,548,749,159	3,523,455,427	38.2%	10,118,622,591	34.8%
43	Texas	19,040,859,822	25,306,750,671	32.9%	53,662,862,721	47.2%
44	Utah	471,817,812	604,151,825	28.0%	3,067,994,762	19.7%
45	Vermont	2,517,779,927	2,496,761,310	-0.8%	2,749,291,506	90.8%
46	Virginia	1,653,046,693	1,938,393,135	17.3%	11,545,312,411	16.8%
47	Washington	2,075,052,179	2,946,541,390	42.0%	27,095,372,139	10.9%
48	West Virginia	340,958,710	421,288,343	23.6%	1,296,421,018	32.5%
49	Wisconsin	2,682,169,081	3,322,968,171	23.9%	9,155,149,963	36.3%
50	Wyoming	48,827,651	77,135,075	58.0%	129,924,011	59.4%
	TOTAL*	141,825,934,678	189,344,727,316	33.5%	622,827,063,023	30.4%

* TOTAL includes exports from U.S. territories and the District of Columbia.

Source: Massachusetts Institute of Social and Economic Research (MISER)

STATE EXPORTS TO MEXICO, 1993 - 1996
(Ranked by State - MISER)

State	1993	1996	%93-96	Exports to World 1996	Mexico Exports % of World	Mexico Ranking
1 Alabama	204,840,650	345,704,688	68.8%	4,237,035,343	8.2%	3
2 Alaska	745,079	1,619,584	117.4%	899,860,300	0.2%	20
3 Arizona	1,136,133,690	1,691,514,591	48.9%	10,473,916,832	16.1%	1
4 Arkansas	75,685,289	112,382,757	48.5%	2,224,537,923	5.1%	5
5 California	5,700,627,738	8,855,769,212	55.3%	105,645,740,533	8.4%	3
6 Colorado	646,921,968	1,015,680,380	57.0%	10,749,270,381	9.4%	2
7 Connecticut	363,616,863	560,927,512	54.3%	14,182,756,305	4.0%	6
8 Delaware	179,469,832	297,075,878	65.5%	4,826,149,803	6.2%	4
9 Florida	911,296,857	872,400,018	-4.3%	21,775,917,925	4.0%	5
10 Georgia	360,450,773	592,039,587	64.2%	9,345,413,261	6.3%	3
11 Hawaii	407,982	793,639	94.5%	313,016,616	0.3%	19
12 Idaho	42,291,558	41,559,765	-1.7%	1,666,813,431	2.5%	10
13 Illinois	1,511,876,013	2,028,273,496	34.2%	34,661,504,464	5.9%	3
14 Indiana	1,239,330,527	2,694,308,006	117.4%	13,000,510,739	20.7%	2
15 Iowa	84,788,123	136,681,798	61.2%	2,979,577,950	4.6%	3
16 Kansas	196,456,650	710,953,080	261.9%	5,312,958,462	13.4%	3
17 Kentucky	204,279,981	287,204,257	40.6%	6,380,029,475	4.5%	4
18 Louisiana	66,890,062	173,618,762	159.6%	5,002,365,322	3.5%	6
19 Maine	29,540,540	13,232,509	-55.2%	1,354,571,827	1.0%	16
20 Maryland	101,779,400	180,946,867	77.8%	3,820,024,937	4.7%	4
21 Massachussetts	393,222,266	413,674,911	5.2%	16,477,639,791	2.5%	12
22 Michigan	5,792,213,291	5,691,868,314	-1.7%	42,022,473,633	13.5%	2
23 Minnesota	256,317,840	900,910,814	251.5%	14,594,120,074	6.2%	4
24 Mississippi	27,023,627	96,896,419	258.6%	1,298,783,139	7.5%	3
25 Missouri	576,738,784	1,187,492,780	105.9%	7,490,656,688	15.9%	2
26 Montana	1,841,066	46,901,360	2447.5%	358,003,641	13.1%	2
27 Nebraska	64,542,251	175,022,008	171.2%	2,572,531,825	6.8%	3
28 Nevada	13,730,635	9,562,976	-30.4%	762,421,785	1.3%	15
29 New Hampshire	40,814,923	67,748,895	66.0%	1,885,182,108	3.6%	6
30 New Jersey	858,761,049	737,335,689	-14.1%	20,027,022,588	3.7%	8
31 New Mexico	108,520,852	101,806,377	-6.2%	935,142,939	10.9%	3
32 New York	1,326,684,350	1,452,751,983	9.5%	49,342,073,796	2.9%	9
33 North Carolina	397,808,360	1,026,855,379	158.1%	12,629,583,666	8.1%	2
34 North Dakota	3,023,728	13,310,651	340.2%	631,947,854	2.1%	4
35 Ohio	1,023,485,058	1,485,412,924	45.1%	24,559,139,813	6.0%	2
36 Oklahoma	169,596,487	192,091,733	13.3%	2,752,420,057	7.0%	3
37 Oregon	114,141,458	55,027,577	-51.8%	9,052,808,111	0.6%	22
38 Pennsylvania	709,563,914	963,764,518	35.8%	18,919,581,043	5.1%	4
39 Rhode Island	43,075,517	25,185,271	-41.5%	1,042,104,749	2.4%	11
40 South Carolina	300,337,038	721,210,265	140.1%	5,298,086,209	13.6%	3
41 South Dakota	4,400,759	8,573,984	94.8%	422,421,341	2.0%	10
42 Tennessee	702,692,891	1,148,152,303	63.4%	10,118,622,591	11.3%	2
43 Texas	14,549,284,622	18,197,997,453	25.1%	53,662,862,721	33.9%	1
44 Utah	32,006,751	84,298,371	163.4%	3,067,994,762	2.7%	9
45 Vermont	14,289,378	9,300,703	-34.9%	2,749,291,506	0.3%	11
46 Virginia	329,166,785	364,564,836	10.8%	11,545,312,411	3.2%	7
47 Washington	214,762,393	273,242,505	27.2%	27,095,372,139	1.0%	18
48 West Virginia	23,887,457	21,429,613	-10.3%	1,296,421,018	1.7%	14
49 Wisconsin	314,442,727	380,411,404	21.0%	9,155,149,963	4.2%	5
50 Wyoming	5,079,882	3,677,046	-27.6%	129,924,011	2.8%	4
TOTAL*	41,635,494,424	56,760,822,899	36.3%	622,827,063,023	9.1%	3

* TOTAL includes exports from U.S. territories and the District of Columbia.

Source: Massachusetts Institute of Social and Economic Research (MISER)

1996 STATE EXPORT DATA

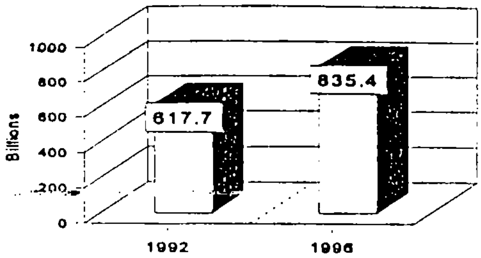
Prepared by the Office of U.S. Trade Representative

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

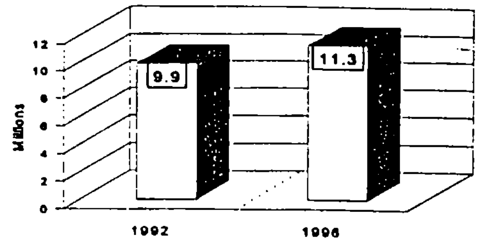
May 1, 1997

UNITED STATES EXPORTS

UNITED STATES GOODS & SERVICES
Exports to World



UNITED STATES JOBS
Supported by Exports To World



- The United States is the world's largest exporting country, recording goods and services exports totalling $835.7 billion in 1996, up 35 percent ($218 billion) from 1992. U.S. goods exports totaled $611.7 billion in 1996, up 39 percent ($171.5 billion) from 1992.

- Over 11.3 million U.S. jobs were supported by goods and services exports during 1996. U.S. jobs supported by goods and services exports grew an estimated 15 percent (1.5 million jobs) since 1992. Over 7.6 million U.S. jobs were supported by goods exports, up an estimated 16 percent (1.1 million jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, U.S. exports accounted for 19.4 percent of its manufacturing output and represented 18.6 percent of its total manufacturing employment.

- U.S. exports of manufactured products were up by 42 percent between 1992 and 1996 (from $368.2 billion in 1992 to $522.7 billion in 1996). U.S. exports of high technology products, a subcategory of manufactured products, increased by 45 percent between 1992 and 1996 (from $107.1 billion in 1992 to $154.9 billion in 1996).

- The five largest manufacturing sectors in terms of U.S. exports were: Industrial Machinery and Computers ($112.0 billion of exports in 1996), Transportation Equipment ($96.6 billion), Electronic and Electric Equipment ($94.9 billion), Chemical Products ($59.6 billion), and Scientific and Measuring Instruments ($34.8 billion). These five sectors accounted for over 65 percent of the United States' total exports in 1996.

- Among the United States' fastest growing manufactured exports (in billions) were:

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

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

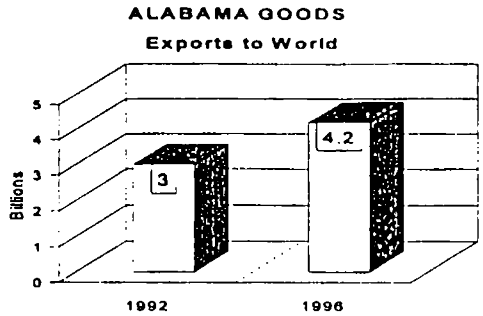
- Total exports to NAFTA countries increased by 34 percent between 1993 (pre-NAFTA) and 1996 (from $142.0 billion in 1993 to $190.4 billion in 1996). During 1996, Canada was the United States's largest export market, while Mexico was the United States's third largest export market. Exports to Canada were up by 33 percent ($33.2 billion), from $100.4 billion in 1993 to $133.7 billion in 1996. U.S. exports to Mexico were up by 37 percent ($15.2 billion), from $41.6 billion in 1993 to $56.8 billion in 1996.

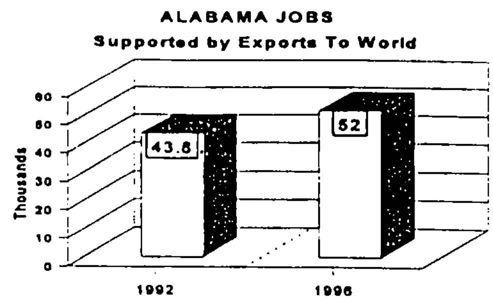
- During 1996, Japan was the United State's second largest export market. Total exports from the United States to Japan were up 41 percent ($19.7 billion), from $47.8 billion in 1992 to $67.5 billion in 1996.

- Total exports from the United States to the European Union were up 18 percent ($19.8 billion), from $107.7 billion in 1992 to $127.5 billion in 1996.

Sources: U.S. Commerce Dept., and the U.S. Agriculture Dept.

ALABAMA STATE EXPORTS





- Alabama recorded goods exports totaling $4.2 billion in 1996, up 42 percent ($1.3 billlion) from 1993. During 1996, Alabama was the 29th largest state exporter of goods in the United States.

- Over 52,000 Alabama jobs were supported by goods exports during 1996. Alabama's jobs supported by goods exports grew an estimated 19 percent (8,199 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Alabama's exports accounted for 19.1 percent of its manufacturing output and represented 15.6 percent of its total manufacturing employment.

- Alabama's exports of manufactured products were up by 66 percent between 1993 and 1996 (from $2.3 billion in 1993 to $3.9 billion in 1996).

- The five largest manufacturing sectors in terms of Alabama's exports were: Electronic and Electric Equipment ($852.3 million of exports in 1996), Transportation Equipment ($579.7 million), Industrial Machinery and Computers ($488.4 million), Paper Products ($460.7 million), and Chemical Products ($356.8 million). These five sectors accounted for 65 percent of the state's total exports in 1996.

- Among Alabama's fastest growing manufactured exports (in millions) were:

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

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

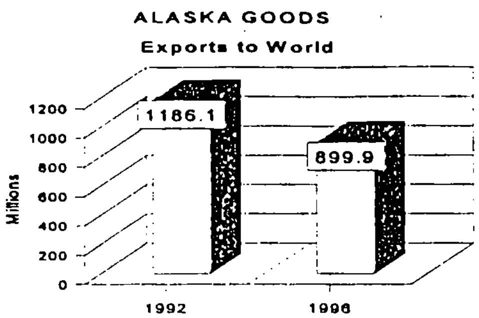
- Total exports from Alabama to NAFTA countries increased by 91 percent between 1993 (pre-NAFTA) and 1996 (from $910.8 million in 1993 to $1.7 billion in 1996). During 1996, Canada was Alabama's largest export market, while Mexico was Alabama's third largest export market. Exports to Canada were up by 98 percent ($689 million) from $705.9 million in 1993 to $1.4 billion in 1996. Alabama's exports to Mexico were up by 69 percent ($141 million), from $204.8 million in 1993 to $345.7 million in 1996.

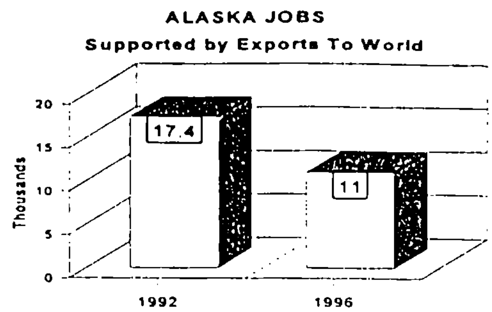
- During 1996, Japan was Alabama's second largest export market. Total exports from Alabama to Japan were up 16 percent ($54.2 million), from $346.4 million in 1993 to $400.6 million in 1996.

- Total exports from Alabama to the European Union were up 32 percent ($211.4 million), from $657.3 million in 1993 to $868.7 million in 1996.

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

ALASKA STATE EXPORTS





- Alaska recorded goods exports totaling $899.9 million in 1996, down 24 percent ($286.2 million) from 1992. During 1996, Alaska was the 44th largest state exporter of goods in the U.S.

- Over 11,000 Alaskan jobs were supported by exports during 1996. Alaska's jobs supported by goods exports declined an estimated 37 percent (6,367 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Alaska's exports accounted for 49.7 percent of its manufacturing output and represented 49.3 percent of its total manufacturing employment.

- Alaska's exports of manufactured products were down by 11 percent between 1993 and 1996 (from $415.8 million in 1993 to $371.8 million in 1996).

- The five largest manufacturing sectors in terms of Alaska's exports were: Paper Products ($85.0 million of exports in 1996), Petroleum and Coal Products ($63.3 million), Food Products ($49.5 million), Lumber and Wood Products ($48.4 million), and Transportation Equipment ($32.7 million). These five sectors accounted for 31 percent of the state's total exports in 1996.

- Among Alaska's fastest growing manufactured exports (in millions) were:

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

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

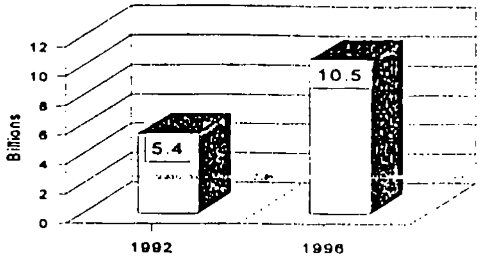
- Total exports from Alaska to NAFTA countries increased by 84 percent between 1993 (pre-NAFTA) and 1996 (from $107.2 million in 1993 to $196.7 million in 1996). During 1996, Canada was Alaska's second largest export market, while Mexico was Alaska's 20th largest export market. Exports to Canada were up by 83 percent ($88.6 million), from $106.5 million in 1993 to $195.1 million in 1996. Alaska's exports to Mexico were up by 117 percent ($875 thousand), from $0.7 million in 1993 to $1.6 million in 1996.

- During 1996, Japan was Alaska's largest export market. Total exports from Alaska to Japan were, however, down 40 percent ($194 million), to $287.8 million in 1996.

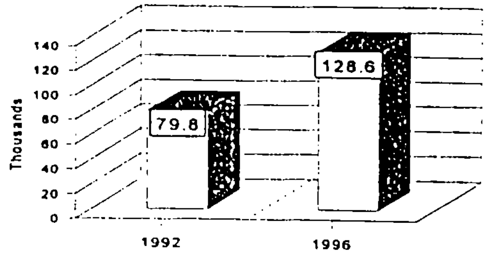
- Total exports from Alaska to the European Union were up 44 percent ($42.4 million), from $95.6 million in 1993 to $138.0 million in 1996.

ARIZONA STATE EXPORTS

ARIZONA GOODS
Exports to World



ARIZONA JOBS
Supported by Exports To World



- Arizona recorded goods exports totaling $10.5 billion in 1996, up 93 percent ($5.0 billion) from 1992. During 1996, Arizona was the 18th largest state exporter of goods in the United States.

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

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

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

- The five largest manufacturing sectors in terms of Arizona's exports were: Electronic and Electric Equipment ($5.6 billion of exports in 1996), Industrial Machinery and Computers ($1.2 billion), Transportation Equipment ($1.0 billion), Scientific and Measuring Instruments ($584.8 million), and Primary Metals ($468.7 million). These five sectors accounted for 85 percent of the state's total exports in 1996.

- Among Arizona's fastest growing manufactured exports (in millions) were:

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

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

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

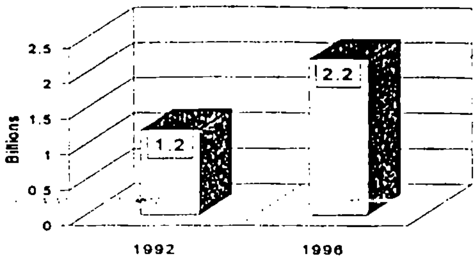
- During 1996, Japan was Arizona's second largest export market. Total exports from Arizona to Japan were up 104 percent ($719 million), from $692 million in 1993 to $1.4 billion in 1996.

- Total exports from Arizona to the European Union increased 54 percent ($891 million), from $1.7 billion in 1993 to $2.5 billion in 1996.

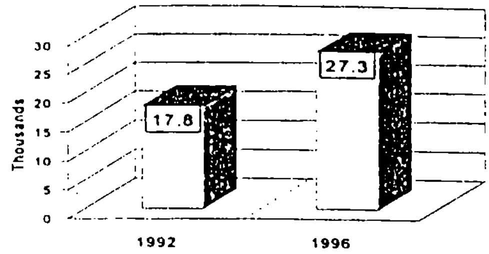
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research, U.S. Commerce Dept., and the U.S. Agriculture Dept.

ARKANSAS STATE EXPORTS

ARKANSAS GOODS
Exports to World



ARKANSAS JOBS
Supported by Exports To World



- Arkansas recorded goods exports totaling over $2.2 billion in 1996, up 84 percent ($1.0 billion) from 1992. During 1996, Arkansas was the 36th largest state exporter of goods in the United States.

- Arkansas' jobs supported by goods exports grew an estimated 54 percent (9,513 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Arkansas' exports accounted for 16.0 percent of its manufacturing output and represented 14.7 percent of its total manufacturing employment.

- Arkansas' exports of manufactured products were up by 82 percent between 1993 and 1996 (from $1.2 billion in 1993 to $2.1 billion in 1996).

- The five largest manufacturing sectors in terms of Arkansas' exports were: Food Products ($952.3 million of exports in 1996), Chemical Products ($237.1 million), Electronic and Electric Equipment ($176.6), Industrial Machinery and Computers ($174.1 million), and Transportation Equipment ($150.6 million). These five sectors accounted for 76 percent of the state's total exports in 1996.

- Among Arkansas' fastest growing manufactured exports (in millions) were:

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

- Arkansas is the country's 11th largest agricultural exporting state, shipping $1.7 billion in agricultural exports abroad or 3% of the U.S. total in FY 1996. The four largest export categories, Rice, Poultry, Soybeans, and Cotton and Linters, accounted for over 80 percent of Arkansas' agricultural exports in FY 1996.

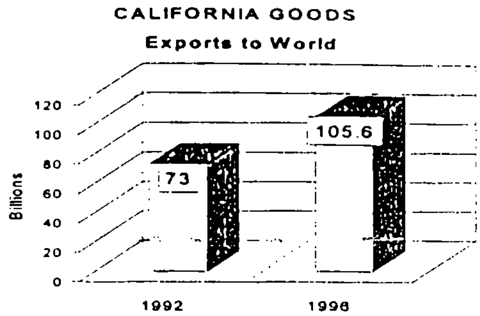
- Total exports from Arkansas to NAFTA countries increased by 35 percent between 1993 (pre-NAFTA) and 1996 (from $582.9 million in 1993 to $784.6 million in 1996). During 1996, Canada was Arkansas' largest export market, while Mexico was Arkansas' fifth largest export market. Exports to Canada were up by 33 percent ($165 million), from $507.2 million in 1993 to $672.2 million in 1996. Arkansas' exports to Mexico were up by 49 percent ($37 million), from $75.7 million in 1993 to $112.4 million in 1996.

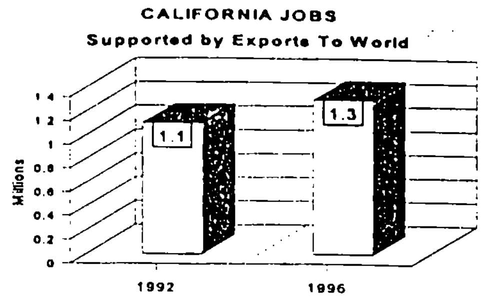
- During 1996, Japan was Arkansas' third largest export market. Total exports from Arkansas to Japan were up 14 percent ($15 million), from $114.7 million in 1993 to $130.2 million in 1996.

- Total exports from Arkansas to the European Union were up 48 percent ($91.5 million), from $190.9 million in 1993 to $282.4 million in 1996.

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

CALIFORNIA STATE EXPORTS





- California is the country's largest exporting state, recording goods exports totaling $105.6 billion in 1996, up 45 percent ($32.6 billion) from 1992.

- Nearly 1.3 million California jobs were supported by goods exports during 1996. California's jobs supported by goods exports grew an estimated 21 percent (224,405 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, California's exports accounted for 21.3 percent of its manufacturing output and represented 20.5 percent of its total manufacturing employment.

- California's exports of manufactured products were up by 48 percent between 1993 and 1996 (from $67.1 billion in 1993 to $99.4 billion in 1996).

- The five largest manufacturing sectors in terms of California's exports were: Electronic and Electric Equipment ($28.6 billion of exports in 1996), Industrial Machinery and Computers ($27.3 billion), Transportation Equipment ($12.0 billion), Scientific and Measuring Instruments ($8.0 billion), and Food Products ($5.6 billion). These five sectors accounted for over 77 percent of the state's total exports in 1996.

- Among California's fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Electronic and Electric Equipment	$16.2	$28.6	76%
Industrial Machinery and Computers	17.0	27.3	60
Scientific and Measuring Instruments	5.1	8.0	56
Chemical Products	2.5	3.5	40

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

- Total exports from California to NAFTA countries increased by 52 percent between 1993 (pre-NAFTA) and 1996 (from $13.3 billion in 1993 to $20.2 billion in 1996). During 1996, Canada was California's second largest export market, while Mexico was California's third largest export market. Exports to Canada were up by 49 percent ($3.7 billion), from $7.6 billion in 1993 to $11.3 billion in 1996. California's exports to Mexico were up by 55 percent ($3.2 billion), from $5.7 billion in 1993 to $8.9 billion in 1996.

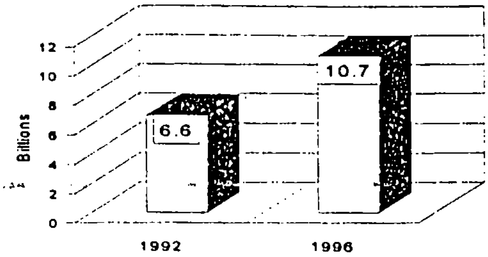
- During 1996, Japan was California's largest export market. Total exports from California to Japan were up 72 percent ($8.6 billion), from $11.9 billion in 1993 to $20.5 billion in 1996.

- Total exports from California to the European Union were up 27 percent ($4.2 billion), from $15.8 billion in 1993 to $20.0 billion in 1996.

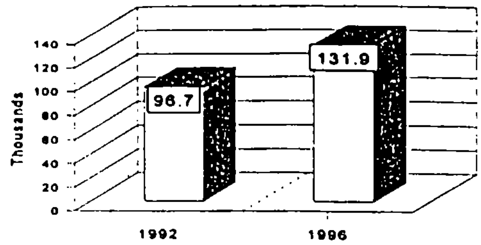
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research, U.S. Commerce Dept., and the U.S. Agriculture Dept.

COLORADO STATE EXPORTS

COLORADO GOODS
Exports to World



COLORADO JOBS
Supported by Exports To World



- Colorado recorded goods exports totaling $10.7 billion in 1996, up 63 percent ($4.2 billion) from 1992. During 1996, Colorado was the 17th largest state exporter of goods.

- Colorado's jobs supported by goods exports grew an estimated 37 percent (35,287 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Colorado's exports accounted for 16.9 percent of its manufacturing output and represented 18.2 percent of its total manufacturing employment.

- Colorado's exports of manufactured products were up by 61 percent between 1993 and 1996 (from $6.5 billion in 1993 to $10.5 billion in 1996).

- The five largest manufacturing sectors in terms of Colorado's exports were: Industrial Machinery and Computers ($6.0 billion of exports in 1996), Electronic and Electric Equipment ($2.1 billion), Scientific and Measuring Instruments ($742.0 million), Food Products ($636.6 million), and Metal Products ($195.7 million). These five sectors accounted for 90 percent of the state's total exports in 1996.

- Among Colorado's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Fabricated Metal Products	$71.6	$195.7	173%
Food Products	290.8	636.6	119
Electronic and Electric Equipment	1,257.8	2,112.9	68
Industrial Machinery and Computers	3,661.0	5,975.4	63

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

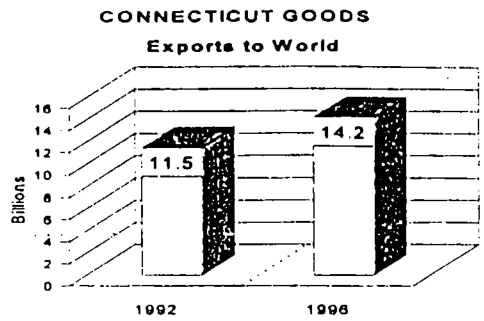
- Total exports from Colorado to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from $1.4 billion in 1993 to $1.7 billion in 1996). During 1996, Mexico was Colorado's second largest export market, while Canada was Colorado's fifth largest export market. Exports to Mexico were up by 57 percent ($369 million), from $646.9 million in 1993 to $1.0 billion in 1996. Colorado's exports to Canada were down by 10 percent ($74 million), to $680.9 million in 1996.

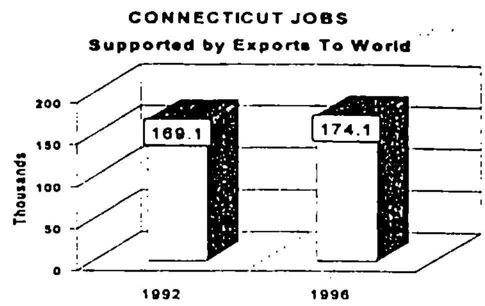
- During 1996, Japan was Colorado's largest export market. Total exports from Colorado to Japan were up nearly 54 percent ($573 million), from $1.1 billion in 1993 to $1.6 billion in 1996.

- Total exports from Colorado to the European Union were up 64 percent ($1.5 billion), from $2.4 billion in 1993 to $3.9 billion in 1996.

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

CONNECTICUT STATE EXPORTS





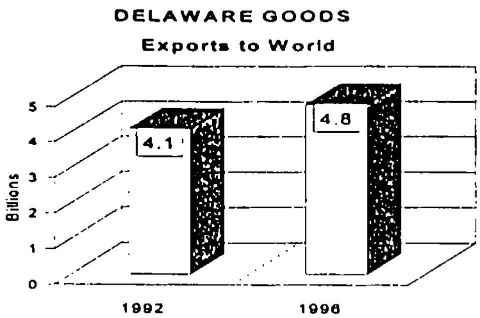
- Connecticut recorded goods exports totaling $14.2 billion in 1996, up 23 percent ($2.7 billion) from 1992. During 1996, Connecticut was the 13th largest state exporter of goods.
- Connecticut's jobs supported by goods exports grew an estimated 3 percent (4,968 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Connecticut's exports accounted for 25.9 percent of its manufacturing output and represented 24.2 percent of its total manufacturing employment.
- Connecticut's exports of manufactured products were up by 24 percent between 1993 and 1996 (from $8.7 billion in 1993 to $10.7 billion in 1996).
- The five largest manufacturing sectors in terms of Connecticut's exports were: Chemical Products ($3.1 billion of exports in 1996), Transportation Equipment ($2.0 billion), Industrial Machinery and Computers ($920.1 million), Electronic and Electric Equipment ($817.5 million), and Paper Products ($695.1 million). These five sectors accounted for over half of the state's total exports in 1996.
- Among Connecticut fastest growing manufactured exports (in millions) were:

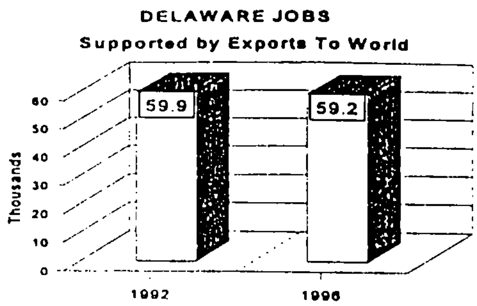
Sector	1993	1996	Change %
Food Products	$234.6	$444.2	89%
Petroleum and Coal Products	387.2	586.4	51
Chemical Products	2,245.9	3,147.6	40
Paper Products	506.1	695.1	37

- Connecticut is the country's 42nd largest agricultural exporting state, shipping $43 million in agricultural exports abroad in FY 1996.
- Total exports from Connecticut to NAFTA countries increased by 18 percent between 1993 (pre-NAFTA) and 1996 (from $2.0 billion in 1993 to $2.4 billion in 1996). During 1996, Canada was Connecticut's largest export market, while Mexico was Connecticut's sixth largest export market. Exports to Canada were up by 10 percent ($174 million) from $1.7 billion in 1993 to $1.8 billion in 1996. Connecticut's exports to Mexico were up by 54 percent ($197 million), from $363.6 million in 1993 to $560.9 million in 1996.
- During 1996, Japan was Connecticut's second largest export market. Total exports from Connecticut to Japan were up 30 percent ($281 million), from 950.8 million in 1993 to $1.2 billion in 1996.
- Total exports from Connecticut to the European Union were up 28 percent ($795 million), from $2.8 billion in 1993 to $3.6 billion in 1996.

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

DELAWARE STATE EXPORTS





- Delaware recorded goods exports totaling $4.8 billion in 1996, up 18 percent ($745 million) from 1992. During 1996, Delaware was the 28th largest state exporter of goods.

- Delaware's jobs supported by goods exports declined an estimated 1 percent (676 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Delaware's exports accounted for 17.1 percent of its manufacturing output and represented 19.9 percent of its total manufacturing employment.

- Delaware's exports of manufactured products were up by 33 percent between 1993 and 1996 (from $3.6 billion in 1993 to $4.7 billion in 1996).

- The five largest manufacturing sectors in terms of Delaware's exports were: Chemical Products ($3.4 billion of exports in 1996), Rubber and Miscellaneous Plastics ($407.7 million), Scientific and Measuring Instruments ($307.1 million), Textile Mill Products ($133.6 million), and Industrial Machinery and Computers ($80.6 million). These five sectors accounted for 90 percent of the state's total exports in 1996. The Chemical Products sector alone accounted for over 70 percent of Delaware's total exports.

- Among Delaware's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Stone, Clay, and Glass Products	$21.8	$49.5	127%
Paper Products	26.0	58.6	126
Primary Metals	21.3	44.5	109
Chemical Products	2,431.8	3,413.4	40

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

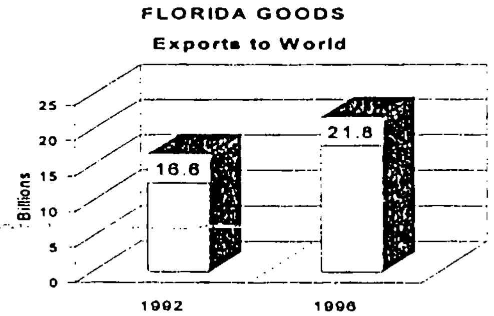
- Total exports from Delaware to NAFTA countries increased by 25 percent between 1993 (pre-NAFTA) and 1996 (from $849.7 million in 1993 to $1.1 billion in 1996). During 1996, Canada was Delaware's largest export market, while Mexico was Delaware's fourth largest export market. Exports to Canada were up by 14 percent ($93 million), from $670.2 million in 1993 to $763.2 million in 1996. Delaware's exports to Mexico were up by 66 percent ($118 million), from $179.5 million in 1993 to $297.1 million in 1996.

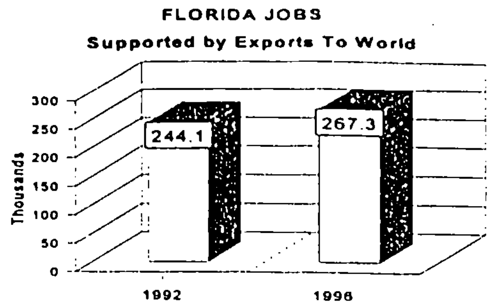
- During 1996, Japan was Delaware's third largest export market. Total exports from Delaware to Japan were up 33 percent ($112 million), from $345.8 million in 1993 to $458.3 million in 1996.

- Total exports from Delaware to the European Union were up 47 percent ($488 million), from 1.0 billion in 1993 to $1.5 billion in 1996.

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

FLORIDA STATE EXPORTS





- Florida is the country's eighth largest exporting state, recording goods exports totaling $21.8 billion in 1996, up 31 percent ($5.1 billion) from 1992.

- Florida's jobs supported by goods exports grew an estimated 10 percent (23,165 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Florida's exports accounted for 20.0 percent of its manufacturing output and represented 17.9 percent of its total manufacturing employment.

- Florida's exports of manufactured products were up by 35 percent between 1993 and 1996 (from $15.2 billion in 1993 to $20.5 billion in 1996).

- The five largest manufacturing sectors in terms of Florida's exports were: Industrial Machinery and Computers ($5.3 billion of exports in 1996), Electronic and Electric Equipment ($3.6 billion), Transportation Equipment ($2.6 billion), Chemical Products ($2.1 billion), and Scientific and Measuring Instruments ($1.6 billion). These five sectors accounted for nearly 70 percent of the state's total exports in 1996.

- Among Florida's fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Industrial Machinery and Computers	$3.2	$5.3	64%
Chemical Products	1.4	2.1	53
Electronic and Electric Equipment	2.4	3.6	49
Scientific and Measuring Instruments	1.2	1.6	37

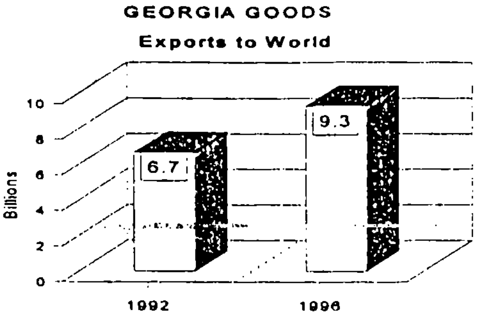
- Florida is the country's 17th largest agricultural exporting state, shipping $1.2 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export category, fruit, accounted for over half of Florida's agricultural exports during FY 1996.

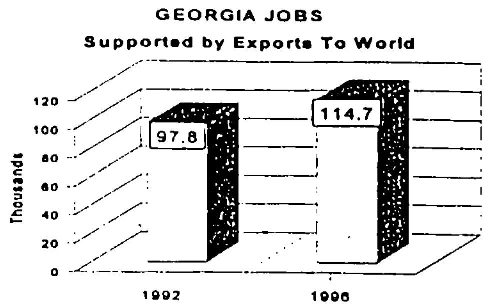
- Total exports from Florida to NAFTA countries decreased by 7 percent between 1993 (pre-NAFTA) and 1996 (from $2.8 billion in 1993 to $2.6 billion in 1996). During 1996, Canada was Florida's second largest export market, while Mexico was Florida's fifth largest export market. Exports to Canada were down by 8 percent ($145.8 million), to $1.8 billion in 1996. Florida's exports to Mexico were down by 4 percent ($38.9 million), to $872.4 million in 1996.

- During 1996, Japan was Florida's 10th largest export market. Total exports from Florida to Japan were up 59 percent ($213 million), from $363.2 million in 1993 to $576.6 million in 1996.

- Total exports from Florida to the European Union were up 48 percent ($1.0 million), from $2.1 billion in 1993 to $3.2 billion in 1996.

GEORGIA STATE EXPORTS





- Georgia recorded goods exports totaling $9.3 billion in 1996, up 40 percent ($2.7 billion) from 1992. During 1996, Georgia was the 20th largest state exporter of goods.

- Georgia's jobs supported by goods exports grew an estimated 17 percent (16,885) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Georgia's exports accounted for 15.7 percent of its manufacturing output and represented 14.8 percent of its total manufacturing employment.

- Georgia's exports of manufactured products were up by 45 percent between 1993 and 1996 (from $6.1 billion in 1993 to $8.8 billion in 1996).

- The five largest manufacturing sectors in terms of Georgia's exports were: Industrial Machinery and Computers ($1.4 billion of exports in 1996), Paper Products ($980.3 million), Electronic and Electric Equipment ($909.7 million), Food Products ($896.0 million), and Chemical Products ($876.9 million). These five sectors accounted for 54 percent of the state's total exports in 1996.

- Among Georgia's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Food Products	$344.9	$896.0	160%
Paper Products	517.9	980.3	89
Chemical Products	500.9	876.9	75
Industrial Machinery and Computers	870.8	1,384.0	59

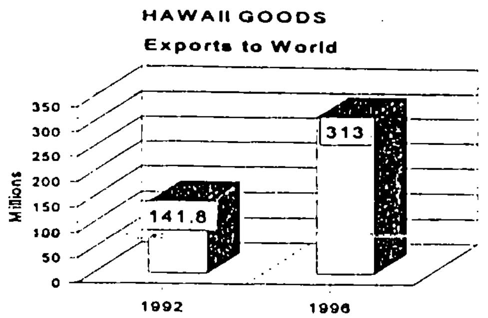
- Georgia is the country's 16th largest agricultural exporting state, shipping $1.3 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export categories, poultry, cotton and linters, and peanuts, accounted for 64 percent of Georgia's agricultural exports in FY 1996.

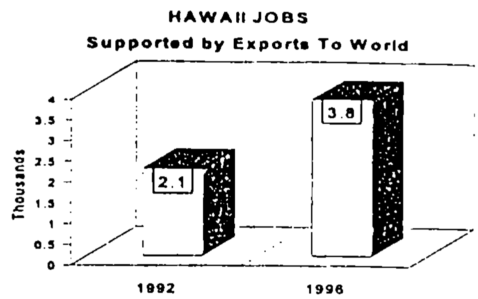
- Total exports from Georgia to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from $2.0 billion in 1993 to $2.7 billion in 1996). During 1996, Canada was Georgia's largest export market, while Mexico was Georgia's third largest export market. Exports to Canada were up by 26 percent ($425 million), from $1.7 billion in 1993 to $2.1 billion in 1996. Georgia's exports to Mexico were up by 64 percent ($232 million), from $360.5 million in 1993 to $592.0 million in 1996.

- During 1996, Japan was Georgia's second largest export market. Total exports from Georgia to Japan were up 34 percent ($149 million), from $446.1 million in 1993 to $595.4 million in 1996.

- Total exports from Georgia to the European Union were up 34 percent ($489 million), from $1.4 billion in 1993 to $1.9 billion in 1996.

HAWAII STATE EXPORTS





- Hawaii recorded goods exports totaling $313.0 million in 1996, up 121 percent ($171.2 million) from 1992. During 1996, Hawaii was the second smallest state exporter of goods.

- Hawaii's jobs supported by goods exports grew an estimated 85 percent (1,761 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Hawaii's exports accounted for 16.3 percent of its manufacturing output and represented 14.0 percent of its total manufacturing employment.

- Hawaii's exports of manufactured products were up by 45 percent between 1993 and 1996 (from 181.6 million in 1993 to $262.7 million in 1996).

- The five largest manufacturing sectors in terms of Hawaii's exports were: Petroleum and Coal Products ($71.8 million of exports in 1996), Food Products ($38.5 million), Transportation Equipment ($23.9 million), Scientific and Measuring Instruments ($18.2 million), and Chemical Products ($16.1 million). These five sectors accounted for 54 percent of the state's total exports in 1996.

- Among Hawaii fastest growing manufactured exports (in millions) were:

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

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

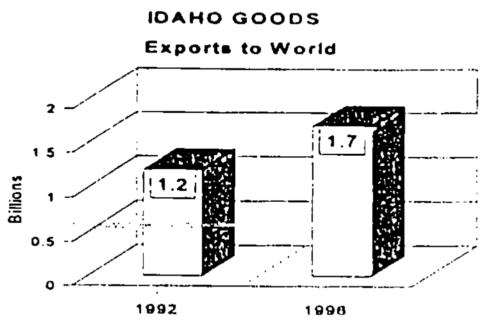
- Total exports from Hawaii to NAFTA countries increased by 306 percent between 1993 (pre-NAFTA) and 1996 (from $19.1 million in 1993 to $77.5 million in 1996). During 1996, Canada was Hawaii's second largest export market, while Mexico was Hawaii's 19th largest export market. Exports to Canada were up by 311 percent ($58 million), from $18.7 million in 1993 to $76.7 million in 1996. Hawaii's exports to Mexico were up by 95 percent ($386 thousand), from $408 thousand in 1993 to $794 thousand in 1996.

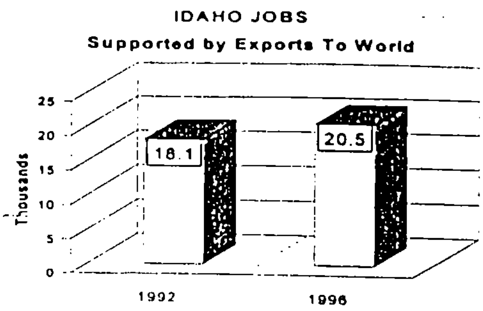
- During 1996, Japan was Hawaii's largest export market. Total exports from Hawaii to Japan were up 67 percent ($67 million), from $99.8 million in 1993 to $166.5 million in 1996.

- Total exports from Hawaii to the European Union were up 12 percent ($1.1 million), from $8.5 million in 1993 to $9.5 million in 1996.

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

IDAHO STATE EXPORTS





- Idaho recorded goods exports totaling $1.7 billion in 1996, up 35 percent ($436 million) from 1992. During 1996, Idaho was the 38th largest state exporter of goods.

- Idaho's jobs supported by goods exports grew an estimated 13 percent (2,388 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Idaho's exports accounted for 28.8 percent of its manufacturing output and represented 22.0 percent of its total manufacturing employment. .

- Idaho's exports of manufactured products were up by 30 percent between 1993 and 1996 (from $1.2 billion in 1993 to $1.6 billion in 1996).

- The five largest manufacturing sectors in terms of Idaho's exports were: Industrial Machinery and Computers ($647.8 million of exports in 1996), Electronic and Electric Equipment ($445.8 million), Food Products ($234.9 million), Chemical Products ($59.4 million) and Lumber and Wood Products ($50.4 million). These five sectors accounted for over 85 percent of the state's total exports in 1996.

- Among Idaho's fastest growing manufactured exports (in millions) were:

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

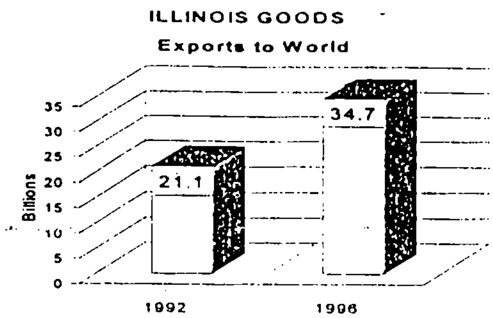
- Idaho is the country's 22nd largest agricultural exporting state, shipping $901 million in agricultural exports abroad in FY 1996. The largest export categories, vegetables and wheat, accounted for 61 percent of Idaho's agricultural exports in FY 1996.

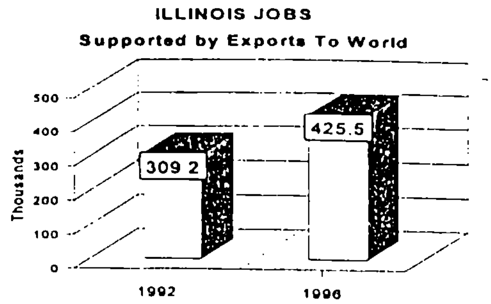
- Total exports from Idaho to NAFTA countries increased by 46 percent between 1993 (pre-NAFTA) and 1996 (from $227.7 million in 1993 to $331.6 million in 1996). During 1996, Canada was Idaho's second largest export market, while Mexico was Idaho's 10th largest export market. Exports to Canada were up by 56 percent ($105 million), from $185.4 million in 1993 to $290.1 million in 1996. Idaho's exports to Mexico were down by 2 percent ($732 million), to $41.6 million in 1996.

- During 1996, Japan was Idaho's largest export market. Total exports from Idaho to Japan were up 8 percent ($25 million), from $293.7 million in 1993 to $318.4 million in 1996.

- Total exports from Idaho to the European Union were up 3 percent ($11 million), from $388.0 million in 1993 to $399.1 million in 1996.

ILLINOIS STATE EXPORTS



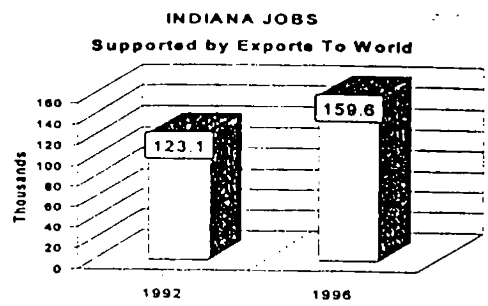


- Illinois recorded goods exports totaling $34.7 billion in 1996, up 65 percent ($13.6 billion) from 1992. During 1996, Illinois was the fifth largest state exporter of goods.
- Illinois' jobs supported by goods exports grew an estimated 38 percent (116,217 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Illinois exports accounted for 18.0 percent of its manufacturing output and represented 18.6 percent of its total manufacturing employment.
- Illinois' exports of manufactured products were up by 53 percent between 1993 and 1996 (from $20.3 billion in 1993 to $31.0 billion in 1996).
- The five largest manufacturing sectors in terms of Illinois' exports were: Industrial Machinery and Computers ($8.9 billion of exports in 1996), Electronic and Electric Equipment ($6.9 billion), Chemical Products ($4.5 billion), Transportation Equipment ($2.5 billion), and Food Products ($1.7 billion). These five sectors accounted for 70 percent of the state's total exports in 1996.
- Among Illinois' fastest growing manufactured exports (in billions) were:

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

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

INDIANA STATE EXPORTS



- Indiana recorded goods exports totaling \$13.0 billion in 1996, up 55 percent (\$4.6 billion) from 1992. During 1996, Indiana was the 14th largest state exporter of goods.

- Indiana's jobs supported by goods exports grew an estimated 30 percent (36,451 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Indiana's exports accounted for 18.1 percent of its manufacturing output and represented 17.8 percent of its total manufacturing employment. .

- Indiana's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$9.8 billion in 1993 to \$12.8 billion in 1996).

- The five largest manufacturing sectors in terms of Indiana's exports were: Electronic and Electric Equipment (\$2.7 billion of exports in 1996), Transportation Equipment (\$2.7 billion), Chemical Products (\$2.1 billion), Industrial Machinery and Computers (\$2.0 billion), and Scientific and Measuring Instruments (\$0.9 billion). These five sectors accounted for 80 percent of the state's total exports in 1996.

- Among Indiana's fastest growing manufactured exports (in billions) were:

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

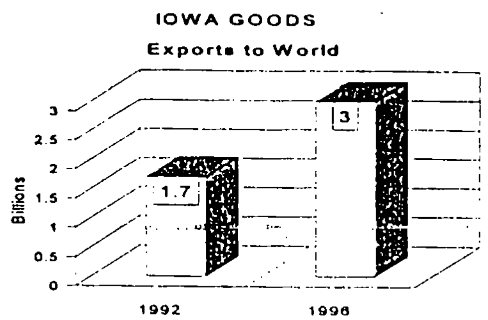
- Indiana is the country's eighth largest agricultural exporting state, shipping over \$2 billion in agricultural exports abroad or 3.4 percent of the U.S. total in FY 1996. Indiana's largest agriculture export categories, feed grains and soybeans, accounted for over 75 percent of Indiana's agricultural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

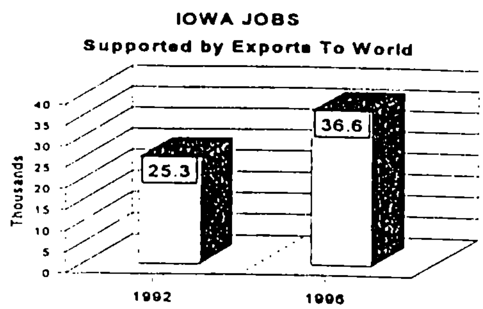
- Total exports from Indiana to NAFTA countries increased by 13 percent between 1993 (pre-NAFTA) and 1996 (from \$6.8 billion in 1993 to \$7.7 billion in 1996). During 1996, Canada was Indiana's largest export market, while Mexico was Indiana's second largest export market. Exports to Canada were down by 10 percent (\$555 million), to \$5.0 billion in 1996. Indiana's exports to Mexico were up by 117 percent (\$1.5 billion), from \$1.2 billion in 1993 to \$2.7 billion in 1996.

- During 1996, Japan was Indiana's third largest export market. Total exports from Indiana to Japan were up 53 percent (\$270 million), from \$509.1 million in 1993 to \$778.8 million in 1996.

- Total exports from Indiana to the European Union were up 60 percent (\$858 million), from 1.4 billion in 1993 to \$2.3 billion in 1996.

IOWA STATE EXPORTS





- Iowa recorded goods exports totaling $3.0 billion in 1996, up 73 percent ($1.3 billion) from 1992. During 1996, Iowa was the 32nd largest state exporter of goods.

- Iowa's jobs supported by goods exports grew an estimated 45 percent (11,286 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Iowa's exports accounted for 14.6 percent of its manufacturing output and represented 14.9 percent of its total manufacturing employment.

- Iowa's exports of manufactured products were up by 37 percent between 1993 and 1996 (from $2.0 billion in 1993 to $2.8 billion in 1996).

- The five largest manufacturing sectors in terms of Iowa's exports were: Industrial Machinery and Computers ($787.0 million of exports in 1996), Food Products ($330.9 million), Electronic and Electric Equipment ($312.4 million),Transportation Equipment ($252.6 million), and Scientific and Measuring Instruments ($228.7 million). These five sectors accounted for over 64 percent of the state's total exports in 1996.

- Among Iowa's fastest growing manufactured exports (in millions) were:

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

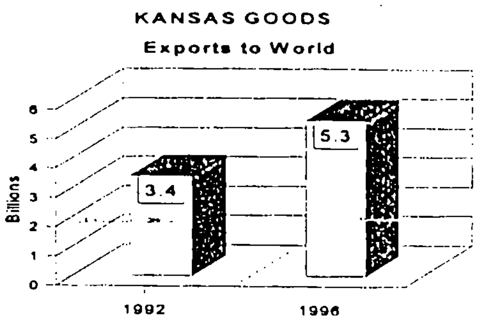
- Iowa is the country's second largest agricultural exporting state, shipping $4.7 billion in agricultural exports abroad or 7.8% of the U.S. total in FY 1996. The largest export categories, feed grains and soybean, accounted for 75 percent of Iowa's agricultural exports in FY 1996.

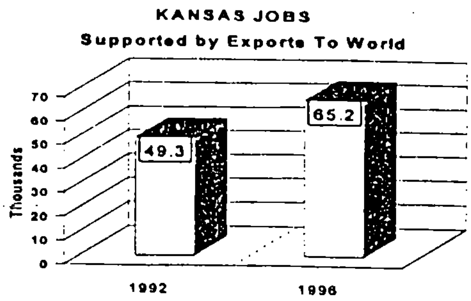
- Total exports from Iowa to NAFTA countries increased by 35 percent between 1993 (pre-NAFTA) and 1996 (from $1.2 billion in 1993 to $1.6 billion in 1996). During 1996, Canada was Iowa's largest export market, while Mexico was Iowa's third largest export market. Exports to Canada were up by 33 percent ($353 million) from $1.1 billion in 1993 to $1.4 billion in 1996. Iowa's exports to Mexico were up by 61 percent ($52 million), from $84.8 million in 1993 to $136.7 million in 1996.

- During 1996, Japan was Iowa's second largest export market. Total exports from Iowa to Japan were up 82 percent ($74 million), from $91.0 million in 1993 to $165.4 million in 1996.

- Total exports from Iowa to the European Union were up 30 percent ($125 million), from $411.7 million in 1993 to $536.8 million in 1996.

KANSAS STATE EXPORTS



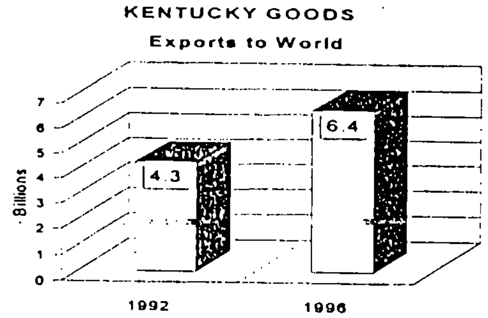


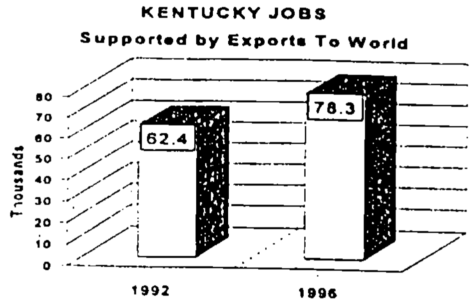
- Kansas recorded goods exports totaling $5.3 billion in 1996, up 58 percent ($2.0 billion) from 1992. During 1996, Kansas was the 25th largest state exporter of goods.
- Kansas' jobs supported by goods exports grew an estimated 32 percent (15,921 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

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

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

KENTUCKY STATE EXPORTS





- Kentucky recorded goods exports totaling $6.4 billion in 1996, up 50 percent ($2.1 billion) from 1992. During 1996, Kentucky was the 24th largest state exporter of goods.

- Kentucky's jobs supported by goods exports grew an estimated 26 percent (15,908 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Kentucky exports accounted for 17.4 percent of its manufacturing output and represented 16.6 percent of its total manufacturing employment.

- Kentucky's exports of manufactured products were up by 77 percent between 1993 and 1996 (from $3.5 billion in 1993 to $6.1 billion in 1996).

- The five largest manufacturing sectors in terms of Kentucky's exports were: Transportation Equipment ($1.4 billion of exports in 1996), Industrial Machinery and Computers ($1.0 billion), Tobacco Manufactures ($874.9 million), Electronic and Electric Equipment ($576.2 million), and Chemical Products ($346.3 million). These five sectors accounted for 66 percent of the state's total exports in 1996.

- Among Kentucky's fastest growing manufactured exports (in millions) were:

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

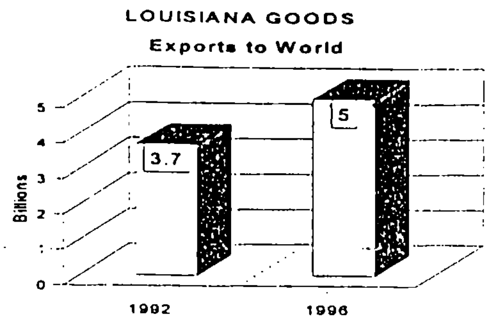
- Kentucky is the country's 21st largest agricultural exporting state, shipping over $1.0 billion in agricultural exports abroad in FY 1996. The largest export categories, tobacco, and live animals and meat (excluding poultry), accounted for nearly half of Kentucky's agricultural exports in FY 1996.

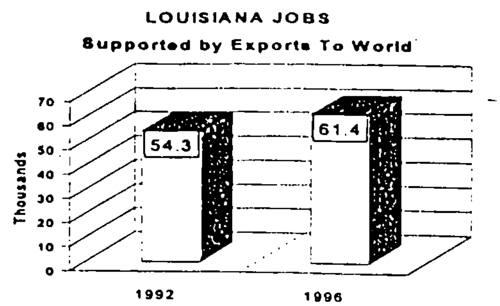
- Total exports from Kentucky to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from $1.5 billion in 1993 to $2.6 billion in 1996). During 1996, Canada was Kentucky's largest export market, while Mexico was Kentucky's fourth largest export market. Exports to Canada were up by 71 percent ($0.9 billion) from $1.3 billion in 1993 to $2.3 billion in 1996. Kentucky's exports to Mexico were up by 41 percent ($83 million), from $204.3 million in 1993 to $287.2 million in 1996.

- During 1996, Japan was Kentucky's second largest export market. Total exports from Kentucky to Japan were up 49 percent ($381 million), from $784.7 million in 1993 to $1.2 billion in 1996.

- Total exports from Kentucky to the European Union were up 82 percent ($528 million), from $640.7 million in 1993 to $1.2 billion in 1996.

LOUISIANA STATE EXPORTS





- Louisiana recorded goods exports totaling $5.0 billion in 1996, up 35 percent ($1.3 billion) from 1992. During 1996, Louisiana was the 27th largest state exporter of goods.

- Louisiana's jobs supported by goods exports grew an estimated 13 percent (7,087 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Louisiana's exports accounted for 19.2 percent of its manufacturing output and represented 17.0 percent of its total manufacturing employment.

- Louisiana's exports of manufactured products were up by 20 percent between 1993 and 1996 (from $2.4 billion in 1993 to $2.9 billion in 1996).

- The five largest manufacturing sectors in terms of Louisiana's exports were: Chemical Products ($863.7 million of exports in 1996), Industrial Machinery and Computers ($526.7 million), Food Products ($366.2 million), Petroleum and Coal Products ($184.6) and Paper Products ($147.5 million). These five sectors accounted for 42 percent of the state's total exports in 1996.

- Among Louisiana's fastest growing manufactured exports (in millions) were:

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

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

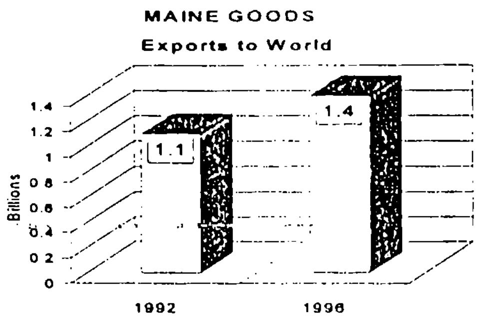
- Total exports from Louisiana to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from $516.9 million in 1993 to $751.0 million in 1996). During 1996, Canada was Louisiana's second largest export market, while Mexico was Louisiana's sixth largest export market. Exports to Canada were up by 28 percent ($127 million), from $450.0 million in 1993 to $577.4 million in 1996. Louisiana's exports to Mexico were up by 160 percent ($107 million), from $66.9 million in 1993 to $173.6 million in 1996.

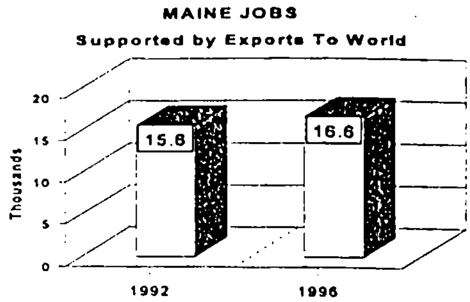
- During 1996, Japan was Louisiana largest export market. Total exports from Louisiana to Japan were up 42 percent ($331 million), from $784.3 million in 1993 to $1.1 billion in 1996.

- Total exports from Louisiana to the European Union were up 52 percent ($348 million), from $669.6 million in 1993 to $1.0 billion in 1996.

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

MAINE STATE EXPORTS





- Maine recorded goods exports totaling $1.4 billion in 1996, up 28 percent ($295 million) from 1992. During 1996, Maine was the 39th largest state exporter of goods.

- Maine's jobs supported by goods exports grew an estimated 7 percent (1,066 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Maine exports accounted for 20.9 percent of its manufacturing output and represented 18.1 percent of its total manufacturing employment.

- Maine's exports of manufactured products were up by 15 percent between 1993 and 1996 (from 996.7 million in 1993 to $1.1 billion in 1996).

- The five largest manufacturing sectors in terms of Maine's exports were: Paper Products ($278.8 million of exports in 1996), Electronic and Electric Equipment ($266.5 million), Lumber and Wood Products ($124.2 million), Leather Products ($81.2 million), and Industrial Machinery and Computers ($81.0 million). These five sectors accounted for 61 percent of the state's total exports in 1996.

- Among Maine's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Scientific and Measuring Instruments	$14.4	$38.2	165%
Transportation Equipment	34.5	70.9	106
Paper Products	160.2	278.8	74
Industrial Machinery and Computers	63.7	81.0	27

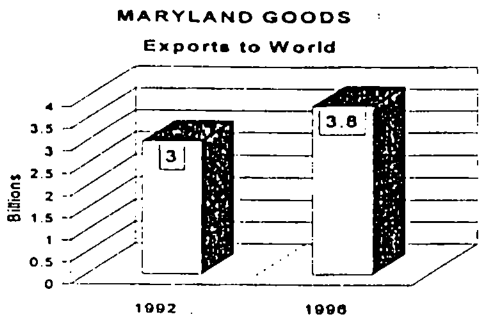
- Maine is the country's 43rd largest agricultural exporting state, shipping $36 million in agricultural exports abroad in FY 1996.

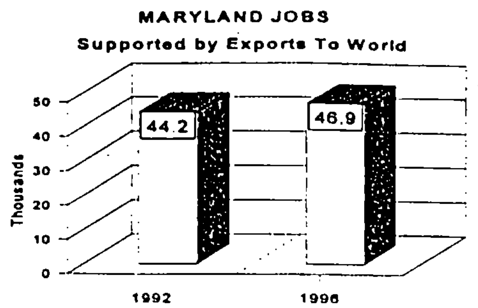
- Total exports from Maine to NAFTA countries increased by 29 percent between 1993 (pre-NAFTA) and 1996 (from $431.9 million in 1993 to $557.1 million in 1996). During 1996, Canada was Maine's largest export market, while Mexico was Maine's 16th largest export market. Exports to Canada were up by 35 percent ($141 million), from $402.4 million in 1993 to $543.9 million in 1996. Maine's exports to Mexico were down by 55 percent ($16 million), to $13.2 million in 1996.

- During 1996, Japan was Maine's second largest export market. Total exports from Maine to Japan were up 46 percent ($32 million), from $70.4 million in 1993 to $102.5 million in 1996.

- Total exports from Maine to the European Union were up 13 percent ($24 million), from 193.8 million in 1993 to $218.2 million in 1996.

MARYLAND STATE EXPORTS





- Maryland recorded goods exports totaling $3.8 billion in 1996, up 27 percent ($0.8 billion) from 1992. During 1996, Maryland was the 30th largest state exporter of goods.

- Maryland's jobs supported by goods exports grew an estimated 6 percent (2,704 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Maryland's exports accounted for 16.7 percent of its manufacturing output and represented 15.6 percent of its total manufacturing employment.

- Maryland's exports of manufactured products were up by 29 percent between 1993 and 1996 (from $2.6 billion in 1993 to $3.3 billion in 1996).

- The five largest manufacturing sectors in terms of Maryland's exports were: Industrial Machinery and Computers ($671.3 million of exports in 1996), Electronic and Electric Equipment ($511.9 million), Chemical Products ($421.0 million), Transportation Equipment ($308.1 million), and Scientific and Measuring Instruments ($275.6 million). These five sectors accounted for 57 percent of the state's total exports in 1996.

- Among Maryland's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Printing and Publishing	$80.6	$147.5	83%
Food Products	138.3	214.5	55
Electronic and Electric Equipment	347.4	511.9	47
Industrial Machinery and Computers	510.2	671.3	32

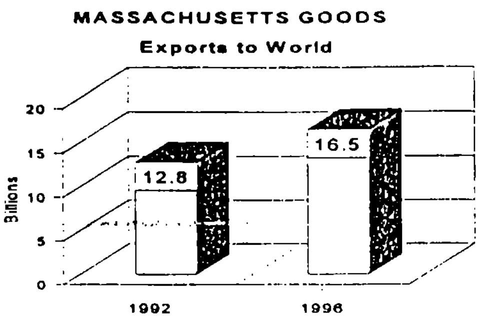
- Maryland is the country's 35th largest agricultural exporting state, shipping $247 million in agricultural exports abroad in FY 1996. The largest export categories, poultry, feed grains and soybeans, accounted for 80 percent of Maryland's agricultural exports in FY 1996.

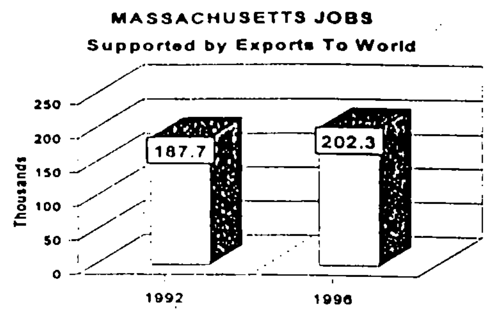
- Total exports from Maryland to NAFTA countries decreased by 4 percent between 1993 (pre-NAFTA) and 1996 (from $820.4 million in 1993 to $791.1 million in 1996). During 1996, Canada was Maryland's largest export market, while Mexico was Maryland's fourth largest export market. Exports to Canada were down by 15 percent ($108 million), to $610.1 million in 1996. Maryland's exports to Mexico were up by 78 percent ($79 million), from $101.8 million in 1993 to $180.9 million in 1996.

- During 1996, Japan was Maryland's fifth largest export market. Total exports from Maryland to Japan were up 7 percent ($11 million), from $167.3 million in 1993 to $178.7 million in 1996.

- Total exports from Maryland to the European Union were up 30 percent ($267 million), from $890.0 million in 1993 to $1.2 billion in 1996.

MASSACHUSETTS STATE EXPORTS





- Massachusetts recorded goods exports totaling $16.5 billion in 1996, up 29 percent ($3.7 billion) from 1992. During 1996, Massachusetts was the 11th largest state exporter of goods.

- Over 200 thousand Massachusetts' jobs were supported by goods exports during 1996. Massachusetts' jobs supported by goods exports grew an estimated 8 percent (14,538 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Massachusetts' exports accounted for 23.4 percent of its manufacturing output and represented 22.7 percent of its total manufacturing employment.

- Massachusetts' exports of manufactured products were up by 32 percent between 1993 and 1996 (from $12.1 billion in 1993 to $15.9 billion in 1996).

- The five largest manufacturing sectors in terms of Massachusetts' exports were: Industrial Machinery and Computers ($4.9 billion of exports in 1996), Electronic and Electric Equipment ($3.4 billion), Scientific and Measuring Instruments ($2.6 billion), Chemical Products ($1.1 billion), and Fabricated Metal Products ($0.6 billion). These five sectors accounted for over 75 percent of the state's total exports in 1996.

- Among Massachusetts' fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Chemical Products	$0.6	$1.1	83%
Electronic and Electric Equipment	2.2	3.4	51
Scientific and Measuring Equipment	2.0	2.6	35
Industrial Machinery and Computers	3.9	4.9	26

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

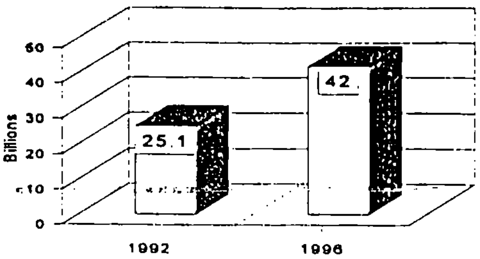
- Total exports from Massachusetts to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from $3.4 billion in 1993 to $4.2 billion in 1996). During 1996, Canada was Massachusetts' largest export market, while Mexico was Massachusetts' 12th largest export market. Exports to Canada were up by 26 percent ($782 million), from $3.0 billion in 1993 to $3.8 billion in 1996. Massachusetts' exports to Mexico were up by 5 percent ($20 million), from $393 million in 1993 to $414 million in 1996.

- During 1996, Japan was Massachusetts' second largest export market. Total exports from Massachusetts to Japan were up 60 percent ($654 million), from $1.1 billion in 1993 to $1.8 billion in 1996.

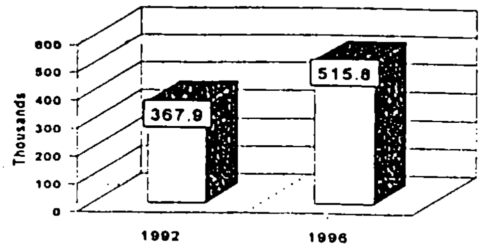
- Total exports from Massachusetts to the European Union were up 24 percent ($1.1 billion), from $4.6 billion in 1993 to $5.7 billion in 1996.

MICHIGAN STATE EXPORTS

MICHIGAN GOODS
Exports to World



MICHIGAN JOBS
Supported by Exports To World



- Michigan recorded goods exports totaling \$42.0 billion in 1996, up 68 percent (\$17.0 billion) from 1992. During 1996, Michigan was the fourth largest state exporter of goods.

- Michigan's jobs supported by goods exports grew an estimated 40 percent (147,883 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Michigan's exports accounted for 19.1 percent of its manufacturing output and represented 20.4 percent of its total manufacturing employment.

- Michigan's exports of manufactured products were up by 41 percent between 1993 and 1996 (from \$29.3 billion in 1993 to \$41.3 billion in 1996).

- The five largest manufacturing sectors in terms of Michigan's exports were: Transportation Equipment (\$26.4 billion of exports in 1996), Industrial Machinery and Computers (\$4.6 billion), Electronic and Electric Equipment (\$1.9 billion), Chemical Products (\$1.8 billion), and Fabricated Metal Products (\$1.4 billion). These five sectors accounted for 86 percent of the state's total exports in 1996. The transportation sector alone accounted for nearly 63 percent of the state's total exports in 1996.

- Among Michigan's fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Chemical Products	\$1.0	\$1.8	71%
Scientific and Measuring Instruments	0.5	0.8	60
Transportation Equipment	17.3	26.4	53
Industrial Machinery and Computers	3.0	4.6	51

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

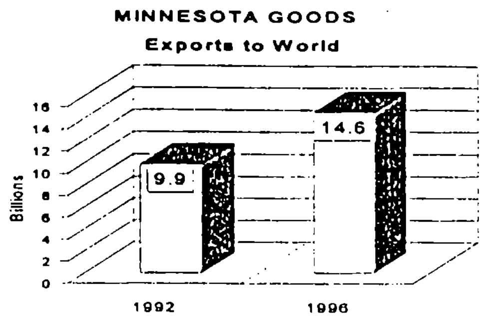
- Total exports from Michigan to NAFTA countries increased by 40 percent between 1993 (pre-NAFTA) and 1996 (from \$21.0 billion in 1993 to \$29.3 billion in 1996). During 1996, Canada was Michigan's largest export market, while Mexico was Michigan's second largest export market. Exports to Canada were up by 56 percent (\$8.5 billion), from \$15.2 billion in 1993 to \$23.6 billion in 1996. Michigan's exports to Mexico were down by 2 percent (\$100 million), from \$5.8 billion in 1993 to \$5.7 billion in 1996.

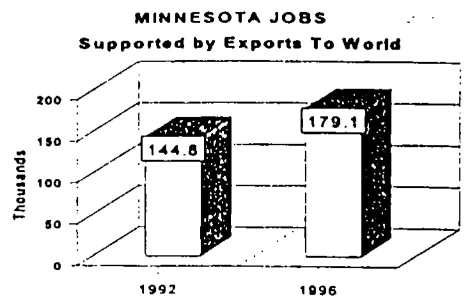
- During 1996, Japan was Michigan's third largest export market. Total exports from Michigan to Japan were up nearly 68 percent (\$747 million), from \$1.1 billion in 1993 to \$1.9 billion in 1996.

- Total exports from Michigan to the European Union were up by 33 percent (\$1.1 billion), from \$3.3 billion in 1993 to \$4.4 billion in 1996.

Sources: USTR based on data from the [illegible]

MINNESOTA STATE EXPORTS





- Minnesota recorded goods exports totaling $14.6 billion in 1996, up 48 percent ($4.7 billion) from 1992. During 1996, Minnesota was the 12th largest state exporter of goods.

- Minnesota's jobs supported by goods exports grew an estimated 24 percent (34,292 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Minnesota exports accounted for 16.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.

- Minnesota's exports of manufactured products were up by 21 percent between 1993 and 1996 (from $7.8 billion in 1993 to $9.4 billion in 1996).

- The five largest manufacturing sectors in terms of Minnesota's exports were: Industrial Machinery and Computers ($2.4 billion of exports in 1996), Food Products ($1.9 billion), Scientific and Measuring Instruments ($1.5 billion), Electronic and Electric Equipment ($1.2 billion), and Transportation Equipment ($0.8 billion). These five sectors accounted for 53 percent of the state's total exports in 1996.

- Among Minnesota fastest growing manufactured exports (in billions) were:

Sector	1993	1996	Change %
Industrial Machinery and Computers	$1.8	$2.4	36%
Scientific and Measuring Instruments	1.1	1.5	34
Electronic and Electric Equipment	0.9	1.2	25
Transportation Equipment	0.6	0.8	23

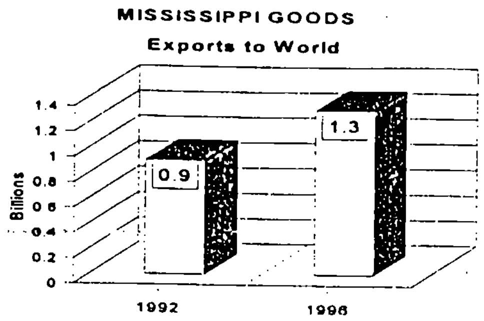
- Minnesota is the country's seventh largest agricultural exporting state, shipping $3.0 billion in agricultural exports abroad or 5% of the U.S. total in FY 1996. The largest export categories, feed grains, and soybeans, accounted for 63 percent of Minnesota's agricultural exports in FY 1996.

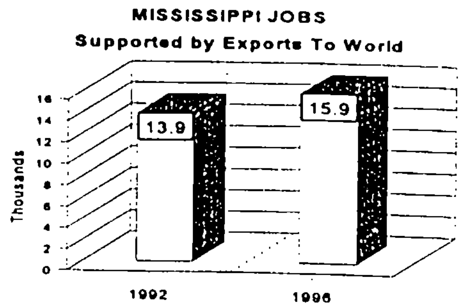
- Total exports from Minnesota to NAFTA countries increased by 51 percent between 1993 (pre-NAFTA) and 1996 (from $2.6 billion in 1993 to $3.9 billion in 1996). During 1996, Canada was Minnesota's largest export market, while Mexico was Minnesota's fourth largest export market. Exports to Canada were up by 29 percent ($684 million), from $2.3 billion in 1993 to $3.0 billion in 1996. Minnesota's exports to Mexico were up by 252 percent ($645 million), from $256.3 million in 1993 to $900.9 million in 1996.

- During 1996, Japan was Minnesota's second largest export market. Total exports from Minnesota to Japan were up 23 percent ($200 million), from $882.4 million in 1993 to $1.1 billion in 1996.

- Total exports from Minnesota to the European Union were up 22 percent ($763 million), from $3.5 billion in 1993 to $4.3 billion in 1996.

MISSISSIPPI STATE EXPORTS





- Mississippi recorded goods exports totaling $1.3 billion in 1996, up 37 percent ($348.5 million) from 1992. During 1996, Mississippi was the 40th largest exporter of goods.

- Mississippi's jobs supported by goods exports grew an estimated 14 percent (1,992 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Mississippi exports accounted for 16.6 percent of its manufacturing output and represented 12.9 percent of its total manufacturing employment.

- Mississippi's exports of manufactured products were up by 39 percent between 1993 and 1996 (from 880.0 million in 1993 to $1.2 billion in 1996).

- The five largest manufacturing sectors in terms of Mississippi's exports were: Electronic and Electric Equipment ($170.4 million of exports in 1996), Food Products ($162.5 million), Industrial Machinery and Computers ($138.7 million), Paper Products ($125.1 million) and Apparel Products ($93.0 million). These five sectors accounted for 53 percent of the state's total exports in 1996.

- Among Mississippi's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Food Products	$50.7	$162.5	220%
Industrial Machinery and Computers	93.3	138.7	49
Electronic and Electric Equipment	127.7	170.4	33
Paper Products	111.5	125.1	12

- Mississippi is the country's 24th largest agricultural exporting state, shipping $815 million in agricultural exports abroad in FY 1996. The largest export categories, cotton and linter, and poultry, accounted for 63 percent of Mississippi's agricultural exports in FY 1996.

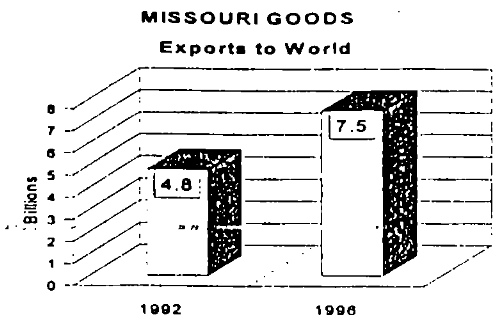
- Total exports from Mississippi to NAFTA countries increased by 25 percent between 1993 (pre-NAFTA) and 1996 (from $418.7 million in 1993 to $521.7 million in 1996). During 1996, Canada was Mississippi's largest export market, while Mexico was Mississippi's third largest export market. Exports to Canada were up by 8 percent ($33.1 million), from $391.7 million in 1993 to $424.8 million in 1996. Mississippi's exports to Mexico were up by 259 percent ($69.9 million), from $27.0 million in 1993 to $96.9 million in 1996.

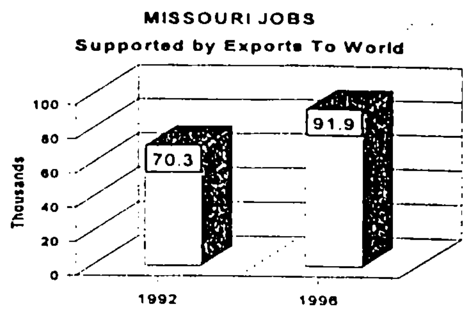
- During 1996, Japan was Mississippi's sixth largest export market. Total exports from Mississippi to Japan were up 36 percent ($10.4 million), from $29.2 million in 1993 to $39.6 million in 1996.

- Total exports from Mississippi to the European Union were up 27 percent ($46.9 million), from $172.1 million in 1993 to $219.0 million in 1996.

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

MISSOURI STATE EXPORTS





- Missouri recorded goods exports totaling \$7.5 billion in 1996, up 56 percent (\$2.7 billion) from 1992. During 1996, Missouri was the 23rd largest state exporter of goods.

- Missouri's jobs supported by goods exports grew an estimated 31 percent (21,612 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Missouri exports accounted for 15.1 percent of its manufacturing output and represented 15.3 percent of its total manufacturing employment.

- Missouri's exports of manufactured products were up by 38 percent between 1993 and 1996 (from \$4.3 billion in 1993 to \$6.0 billion in 1996).

- The five largest manufacturing sectors in terms of Missouri's exports were: Chemical Products (\$1.7 billion of exports in 1996), Transportation Equipment (\$1.1 billion), Industrial Machinery and Computer (\$724.8 million), Electronic and Electric Equipment (\$608.9 million), and Food Products (\$442.4 million). These five sectors accounted for 60 percent of the state's total exports in 1996.

- Among Missouri's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Transportation Equipment	\$550.0	\$1,052.7	91%
Electronic and Electric Equipment	402.5	608.9	51
Industrial Machinery and Computers	532.1	724.8	36
Chemical Products	1,395.7	1,679.3	20

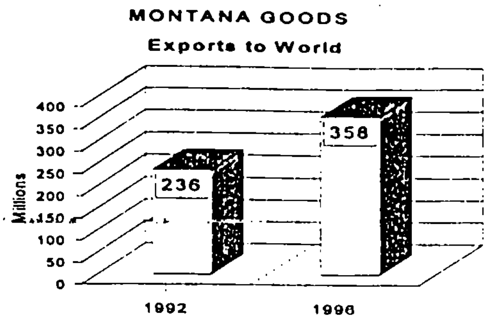
- Missouri is the country's 15th largest agricultural exporting state, shipping \$1.3 billion in agricultural exports abroad or 2.2% of the U.S. total in FY 1996. The largest export categories, soybeans and feed grains, accounted for 57 percent of Missouri's agricultural exports in FY 1996.

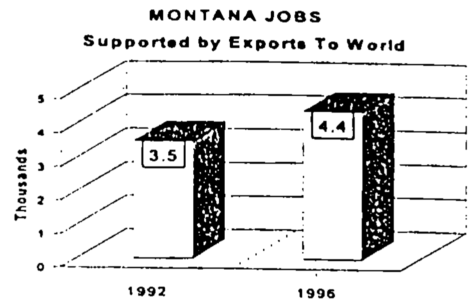
- Total exports from Missouri to NAFTA countries increased by 36 percent between 1993 (pre-NAFTA) and 1996 (from \$1.9 billion in 1993 to \$2.6 billion in 1996). During 1996, Canada was Missouri's largest export market, while Mexico was Missouri's second largest export market. Exports to Canada were up by 7 percent (\$94.9 million), from \$1.4 billion in 1993 to \$1.5 billion in 1996. Missouri's exports to Mexico were up by 106 percent (\$610.8 million), from \$576.7 million in 1993 to \$1.2 billion in 1996.

- During 1996, Japan was Missouri's fifth largest export market. Total exports from Missouri to Japan were up 3 percent (\$9.2 million), from \$276.2 million in 1993 to \$285.4 million in 1996.

- Total exports from Missouri to the European Union were up 92 percent (\$939 million), from 1.0 billion in 1993 to \$2.0 billion in 1996.

MONTANA STATE EXPORTS





- Montana recorded goods exports totaling $358.0 million in 1996, up 52 percent ($122.0 million) from 1992. During 1996, Montana was the 48th largest state exporter of goods.

- Montana's jobs supported by goods exports grew an estimated 27 percent (929 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Montana exports accounted for 15.1 percent of its manufacturing output and represented 14.1 percent of its total manufacturing employment..

- Montana's exports of manufactured products were up by 37 percent between 1993 and 1996 (from $199.4 million in 1993 to $272.9 million in 1996).

- The five largest manufacturing sectors in terms of Montana's exports were: Primary Metal Industries ($98.5 million of exports in 1996), Industrial Machinery and Computers ($73.3 million), Chemical Products ($17.1 million), Misc. Manufacturing Industries ($14.6 million) and Lumber and Wood Products ($14.2 million). These five sectors accounted for 61 percent of the state's total exports in 1996.

- Among Montana's fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Electronic and Electric Equipment	$2.7	$7.5	178%
Scientific and Measuring Instruments	5.5	11.4	107
Primary Metals	49.3	98.5	100
Industrial Machinery and Computers	46.6	73.3	57

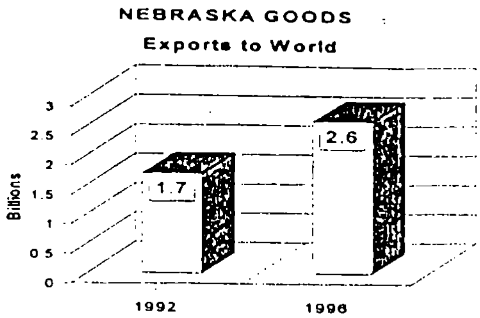
- Montana is the country's 23rd largest agricultural exporting state, shipping $850 million in agricultural exports abroad in FY 1996. The largest export category, wheat, accounted for 88 percent of Montana's agricultural exports in FY 1996.

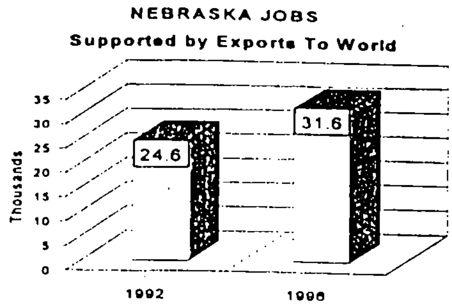
- Total exports from Montana to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from $167.7 million in 1993 to $221.0 million in 1996). During 1996, Canada was Montana's largest export market, while Mexico was Montana's second largest export market. Exports to Canada were up by 5 percent ($8.2 million), from $165.9 million in 1993 to $174.1 million in 1996. Montana's exports to Mexico were up over 2,400 percent ($45.1 million), from $1.8 million in 1993 to $46.9 million in 1996.

- During 1996, Japan was Montana's fourth largest export market. Total exports from Montana to Japan were up 114 percent ($11.4 million), from $10.0 million in 1993 to $21.4 million in 1996.

- Total exports from Montana the European Union were up 28 percent ($18.3 million), from $65.1 million in 1993 to $83.3 million in 1996.

NEBRASKA STATE EXPORTS





- Nebraska recorded goods exports totaling $2.6 billion in 1996, up 54 percent ($900.3 million) from 1992. During 1996, Nebraska was the 35th largest state exporter of goods.

- Nebraska's jobs supported by goods exports grew an estimated 29 percent (7,028 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Nebraska exports accounted for 13.1 percent of its manufacturing output and represented 13.7 percent of its total manufacturing employment.

- Nebraska's exports of manufactured products were up by 28 percent between 1993 and 1996 (from $1.8 billion in 1993 to $2.3 billion in 1996).

- The five largest manufacturing sectors in terms of Nebraska's exports were: Food Products ($1.5 billion of exports in 1996), Industrial Machinery and Computers ($206.1 million), Transportation Equipment ($137.0 million), Electronic and Electric Equipment ($135.0 million), and Leather Products ($81.2 million). These five sectors accounted for 79 percent of the state's total exports in 1996.

- Among Nebraska fastest growing manufactured exports (in millions) were:

Sector	1993	1996	Change %
Industrial Machinery and Computers	$132.2	$206.1	56%
Electronic and Electric Equipment	91.0	135.0	48
Leather Products	55.8	81.2	46
Food Products	1,144.0	1,478.5	29

- Nebraska is the country's fifth largest agricultural exporting state, shipping $3.5 billion in agricultural exports abroad or 5.9% of the U.S. total in FY 1996. The largest export categories, feed grains and live animals and meat (excluding poultry), accounted for over 60 percent of Nebraska's agricultural exports in FY 1996.

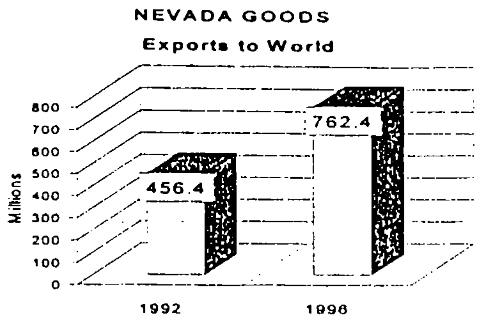
- Total exports from Nebraska to NAFTA countries increased by 42 percent between 1993 (pre-NAFTA) and 1996 (from $449.6 million in 1993 to $640.4 million in 1996). During 1996, Canada was Nebraska's second largest export market, while Mexico was Nebraska's third largest export market. Exports to Canada were up by 21 percent ($80.3 million), from $385.1 million in 1993 to $465.4 million in 1996. Nebraska's exports to Mexico were up by 171 percent ($110.5 million), from $64.5 million in 1993 to $175.0 million in 1996.

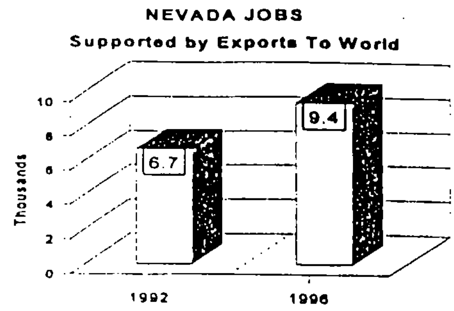
- During 1996, Japan was Nebraska's largest export market. Total exports from Nebraska to Japan were up 21 percent ($192.9 million), from $939.6 million in 1993 to $1.1 billion in 1996.

- Total exports from Nebraska to the European Union were up 18 percent ($38.2 million), from $209.2 million in 1993 to $247.4 million in 1996.

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

NEVADA STATE EXPORTS





- Nevada recorded goods exports totaling $762.4 million in 1996, up 67 percent ($306.0 million) from 1992. During 1996, Nevada was the 45th largest state exporter of goods.

- Nevada's jobs supported by goods exports grew an estimated 40 percent (2,685 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, Nevada exports accounted for 15.6 percent of its manufacturing output and represented 15.2 percent of its total manufacturing employment.

- Nevada's exports of manufactured products were up by 29 percent between 1993 and 1996 (from $540.6 million in 1993 to $698.3 million in 1996).

- The five largest manufacturing sectors in terms of Nevada's exports were: Miscellaneous Manufacturing Industries ($186.8 million of exports in 1996), Electronic and Electric Equipment ($106.0 million), Industrial Machinery and Computers ($100.1 million), Scientific and Measuring Instruments ($74.6 million) and Transportation Equipment ($63.3 million). These five sectors accounted for nearly 70 percent of the state's total exports in 1996.

- Among Nevada's fastest growing manufactured exports (in millions) were:

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

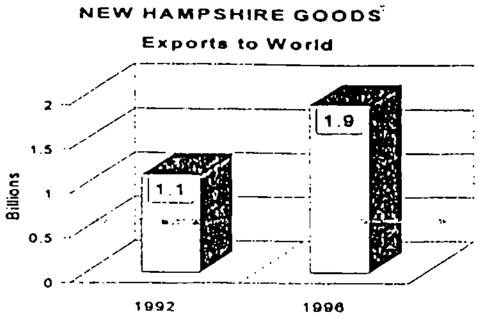
- Nevada is the country's 46th largest agricultural exporting state, shipping $9.8 million in agricultural exports abroad in FY 1996.

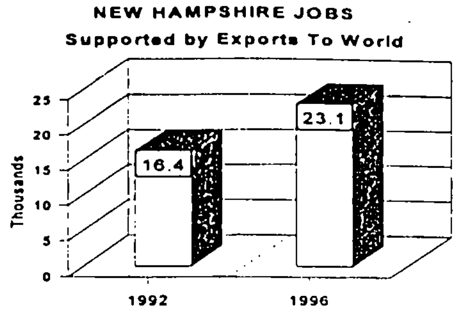
- Total exports from Nevada to NAFTA countries increased by 93 percent between 1993 (pre-NAFTA) and 1996 (from $161.7 million in 1993 to $311.5 million in 1996). During 1996, Canada was Nevada's largest export market, while Mexico was Nevada's 15th largest export market. Exports to Canada were up by 104 percent ($153.9 million), from $148.0 million in 1993 to $301.9 million in 1996. Nevada's exports to Mexico were down by 30 percent ($4.2 million), to $9.6 million in 1996.

- During 1996, Japan was Nevada's second largest export market. Total exports from Nevada to Japan were up 189 percent ($54.1 million), from $28.6 million in 1993 to $82.7 million in 1996.

- Total exports from Nevada to the European Union were up 62 percent ($46.4 million), from $74.6 million in 1993 to $121.0 million in 1996.

NEW HAMPSHIRE STATE EXPORTS





- New Hampshire recorded goods exports totaling $1.9 billion in 1996, up 68 percent ($766 million) from 1992. During 1996, New Hampshire was the 37th largest state exporter of goods.

- New Hampshire's jobs supported by goods exports grew an estimated 41 percent (6,708 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, New Hampshire exports accounted for 22.1 percent of its manufacturing output and represented 21.2 percent of its total manufacturing employment.

- New Hampshire's exports of manufactured products were up by 48 percent between 1993 and 1996 (from $1.2 billion in 1993 to $1.8 million in 1996).

- The five largest manufacturing sectors in terms of New Hampshire's exports were: Industrial Machinery and Computers ($586.3 million of exports in 1996), Electronic and Electric Equipment ($275.0 million), Leather and Leather Products ($181.1 million), Transportation Equipment ($164.8 million), and Scientific and Measuring Instruments ($142.4 million). These five sectors accounted for over 71 percent of the state's total exports in 1996.

- Among New Hampshire's fastest growing manufactured exports (in millions) were:

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

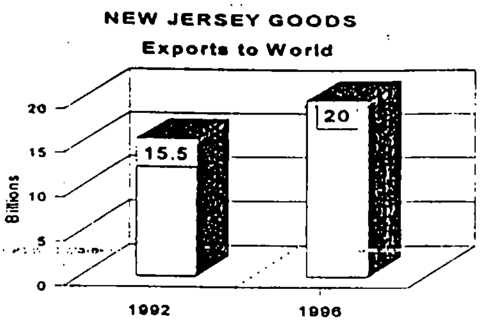
- New Hampshire is the country's 49th largest agricultural exporting state, shipping $900 thousand in agricultural exports abroad in FY 1996.

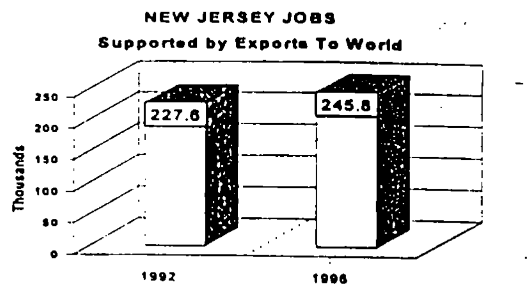
- Total exports from New Hampshire to NAFTA countries increased by 49 percent between 1993 (pre-NAFTA) and 1996 (from $508.2 million in 1993 to $757.3 million in 1996). During 1996, Canada was New Hampshire's largest export market, while Mexico was New Hampshire's 6th largest export market. Exports to Canada were up by 48 percent ($222.2 million) from $467.3 million in 1993 to $689.5 million in 1996. New Hampshire's exports to Mexico were up by 66 percent ($26.9 million), from $40.8 million in 1993 to $67.7 million in 1996.

- During 1996, Japan was New Hampshire's fifth largest export market. Total exports from New Hampshire to Japan were up 41 percent ($25.0 million), from $60.4 million in 1993 to $85.3 million in 1996.

- Total exports from New Hampshire to the European Union were up 62 percent ($204.1 million), from $329.8 million in 1993 to $533.8 million in 1996.

NEW JERSEY STATE EXPORTS





- New Jersey recorded goods exports totaling $20.0 billion in 1996, up 29 percent ($4.5 billion) from 1992. During 1996, New Jersey was the ninth largest state exporter of goods.

- New Jersey's jobs supported by goods exports grew an estimated 8 percent (18,264 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, New Jersey's exports accounted for 15.2 percent of its manufacturing output and represented 17.3 percent of its total manufacturing employment.

- New Jersey's exports of manufactured products were up by 27 percent between 1993 and 1996 (from $14.8 billion in 1993 to $18.8 billion in 1996).

- The five largest manufacturing sectors in terms of New Jersey's exports were: Chemical Products ($5.2 billion of exports in 1996), Electronic and Electric Equipment ($2.8 billion), Industrial Machinery and Computers ($2.0 billion), Transportation Equipment ($1.7 billion), and Scientific and Measuring Instruments ($1.5 billion). These five sectors accounted for 66 percent of the state's total exports in 1996.

- Among New Jersey's fastest growing manufactured exports (in billions) were:

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

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

- Total exports from New Jersey to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from $3.6 billion in 1993 to $4.4 billion in 1996). During 1996, Canada was New Jersey's largest export market, while Mexico was New Jersey's eighth largest export market. Exports to Canada were up by 32 percent ($886 million), from $2.8 billion in 1993 to $3.6 billion in 1996. New Jersey's exports to Mexico were down by 14 percent ($121 million), to $737 million in 1996.

- During 1996, Japan was New Jersey's second largest export market. Total exports from New Jersey to Japan were up 39 percent ($458 million), from $1.2 billion in 1993 to $1.6 billion in 1996.

- Total exports from New Jersey to the European Union were up 15 percent ($639 million), from $4.2 billion in 1993 to $4.8 billion in 1996.

Sources: USTR based on data from the [illegible]

NEW MEXICO STATE EXPORTS

- New Mexico recorded goods exports totaling \$935.1 million in 1996, up 252 percent (\$669.5 million) from 1992. During 1996, New Mexico was the 43th largest state exporter of goods.

- New Mexico's jobs supported by goods exports grew an estimated 194 percent (7,579 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, New Mexico exports accounted for 20.7 percent of its manufacturing output and represented 14.5 percent of its total manufacturing employment.

- New Mexico's exports of manufactured products were up by 1,131 percent between 1993 and 1996 (from \$393.8 million in 1993 to \$908.9 million in 1996).

- The five largest manufacturing sectors in terms of New Mexico's exports were: Electronic and Electric Equipment (\$696.8 million of exports in 1996), Petroleum and Coal Products (\$54.2 million), Industrial Machinery and Computers (\$42.1 million), Scientific and Measuring Instruments (\$30.5 million), and Chemical Products (\$28.3 million). These five sectors accounted for over 91 percent of the state's total exports in 1996.

- Among New Mexico's fastest growing manufactured exports (in millions) were:

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

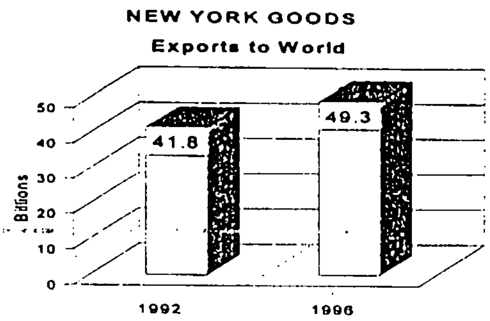
- New Mexico is the country's 40th largest agricultural exporting state, shipping \$75 million in agricultural exports abroad in FY 1996.

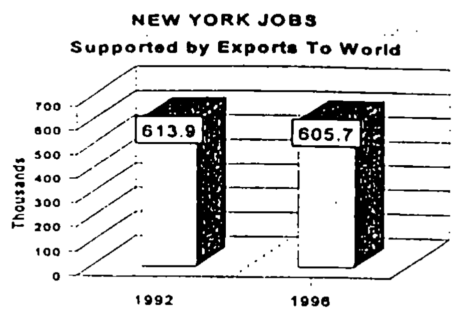
- Total exports from New Mexico to NAFTA countries decreased by 5 percent between 1993 (pre-NAFTA) and 1996 (from \$165.2 million in 1993 to \$156.4 million in 1996). During 1996, Mexico was New Mexico's third largest export market, while Canada was New Mexico's fifth largest export market. Exports to Mexico were down by 6 percent (\$6.7 million), to \$101.8 million in 1996. New Mexico's exports to Canada were down by 4 percent (\$2.1 million), to \$54.6 million in 1996.

- During 1996, Japan was New Mexico's seventh largest export market. Total exports from New Mexico to Japan were up 28 percent (\$10.1 million), from \$36.0 billion in 1993 to \$46.0 million in 1996.

- Total exports from New Mexico the European Union were up 32 percent (\$25.4 million), from \$79.4 million in 1993 to \$104.8 million in 1996.

NEW YORK STATE EXPORTS





- New York recorded goods exports totaling $49.3 billion in 1996, up 18 percent ($7.5 billion) from 1992. During 1996, New York was the third largest state exporter of goods.

- New York's jobs supported by goods exports declined an estimated 1 percent (8,202 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, New York exports accounted for 18.6 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.

- New York's exports of manufactured products were up by 11 percent between 1993 and 1996 (from $38.5 billion in 1993 to $42.8 billion in 1996).

- The five largest manufacturing sectors in terms of New York's exports were: Primary Metal Industries ($6.7 billion of exports in 1996), Industrial Machinery and Computers ($6.3 billion), Scientific and Measuring Instruments ($4.5 billion), Transportation Equipment ($4.5 billion), and Electronic and Electric Equipment ($3.8 billion). These five sectors accounted for over half of the state's total exports in 1995.

- Among New York's fastest growing manufactured exports (in billions) were:

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

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

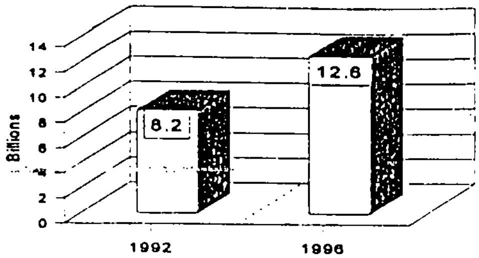
- Total exports from New York to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from $8.4 billion in 1993 to $11.1 billion in 1996). During 1996, Canada was New York's largest export market, while Mexico was New York's ninth largest export market. Exports to Canada were up by 36 percent ($2.5 billion), from $7.1 billion in 1993 to $9.6 billion in 1996. New York's exports to Mexico were up by 10 percent ($126 million), from $1.3 billion in 1992 to $1.5 billion in 1996.

- During 1996, Japan was New York's second largest export market. Total exports from New York to Japan were up 21 percent ($1.0 billion), from $4.7 billion in 1993 to $5.7 billion in 1996.

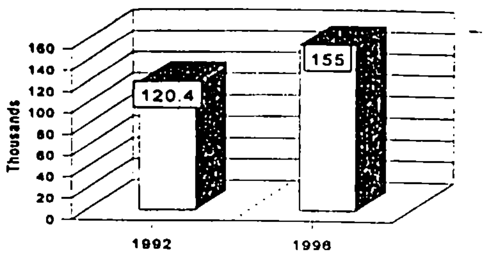
- Total exports from New York to the European Union were down 9 percent ($1.0 billion), to $11.1 billion in 1996.

NORTH CAROLINA STATE EXPORTS

NORTH CAROLINA GOODS
Exports to World



NORTH CAROLINA JOBS
Supported by Exports To World



- North Carolina recorded goods exports totaling $12.6 billion in 1996, up 54 percent ($4.4 billion) from 1992. During 1996 North Carolina was the 15th largest state exporter of goods.

- North Carolina's jobs supported by goods exports grew an estimated 29 percent (34,619 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

- In 1991, the latest year available, North Carolina exports accounted for 17.5 percent of its manufacturing output and represented 15.2 percent of its total manufacturing employment.

- North Carolina's exports of manufactured products were up by 50 percent between 1993 and 1996 (from $7.8 billion in 1993 to $11.8 billion in 1996).

- The five largest manufacturing sectors in terms of North Carolina exports were: Industrial Machinery and Computers ($2.2 billion of exports in 1996), Chemical Products ($1.7 billion), Electronic and Electric Equipment ($1.5 billion), Apparel Products ($1.3 billion), and Textile Mill Products ($1.1 billion). These five sectors accounted for 62 percent of the state's total exports in 1996.

- Among North Carolina's fastest growing manufactured exports (in billions) were:

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

- North Carolina is the country's 13th largest agricultural exporting state, shipping $1.4 billion in agricultural exports abroad or 2.4% of the U.S. total in FY 1996. The largest export categories, tobacco and poultry, accounted for 61 percent of North Carolina's agricultural exports in FY 1996.

- Total exports from North Carolina to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from $3.0 billion in 1993 to $5.0 billion in 1996). During 1996, Canada was North Carolina's largest export market, while Mexico was North Carolina's second largest export market. Exports to Canada were up by 53 percent ($1.4 billion), from $2.6 billion in 1993 to $3.9 billion in 1996. North Carolina's exports to Mexico were up by 158 percent ($629.0 million), from $398 million in 1993 to $1.0 billion in 1996.

- During 1996, Japan was North Carolina's third largest export market. Total exports from North Carolina to Japan were up 15 percent ($113.6 million), from $742.9 million in 1993 to $856.5 million in 1996.

- Total exports from North Carolina to the European Union were up 36 percent ($717 million), from $2.0 billion in 1993 to $2.7 billion in 1996.

Sources: USTR based on data from the [illegible]