

MATRIX TECHNIQUES TO IDENTIFY BEST EXPORT INDUSTRIES AND MARKETS

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Identify & Select Target Industries Illustrative [State] Target Industry Matrix

This matrix tests any number of [State] industries against 10 export-growth predictor criteria (columns 1-10). The 10 Matrix columns show how well each industry met each criterion – represented by "**XX**" (significantly met), "**X**" (reasonably met), or "**blank**" (didn't meet). **The more promising industries are those with XX or X across the most number of columns.**



Identify & Select Target Markets Illustrative [State] Target Market Matrix

This matrix is industry/product-specific (e.g., Medical Equipment or Electrocardiographs). It tests any number of markets (countries) for the specified industry against 11 export-growth predictor criteria (columns 1-11). Note: If State export data by industry and country are not specific enough, use U.S. export data as a proxy. The 11 Matrix columns show how well each country met each criterion – represented by "XX" (significantly met), "X" (reasonably met), or "blank" (didn't meet). **The more promising markets are those with XX or X across the most number of columns.**



Data Sources for Target Industry Matrix

- ❖ Columns 1-5 & 8: State Exports by Product & Country
 - ❖ [2-6 digit HS \(WISER\)](#)
 - ❖ [4-digit NAICS or 2-6 digit HS \(USA Trade Online\)](#)
 - ❖ [3 digit NAICS \(USDOC TradeStats Express\)](#)
- ❖ Column 6: U.S. Market Share
 - [U.S. Share of World Exports by Product](#) (2-4-digit HS); or
 - [Each Country's Imports by Product & Country](#) (2-4-digit HS)
- ❖ Column 7: [U.S. Trade Balance by Industry](#) (2-6-digit HS)
- ❖ Column 9: [State Producers by Size & Industry](#)
- ❖ Column 10: [State Employment by Industry](#) (4-digit NAICS)



Data Sources for Target Market Matrix

- ❖ **Columns 1-3: [U.S. Exports by Product & Country](#)** (2-6-digit HS or 10-digit Schedule B)
- ❖ **Columns 4-6 : [Each Country's Imports by Product & Country](#)**, (2-4 digit HS)
- ❖ **Column 7: U.S. Market Share**
 - [U.S. Share of World Exports by Product](#) (2-4-digit HS); or
 - [Each Country's Imports by Product & Country](#) (2-4-digit HS)
- ❖ **Columns 8, 9 & 11: Market Competition & Receptivity, by Industry**
 - [USCS Country Commercial Guide](#) – Chapter 4
 - [USCS Market Research Reports](#), by Product & Country
- ❖ **Column 10: Market Access**
 - [Import Duties by Country](#)
 - [Non-Tariff Barriers by Country](#)
 - [USCS Market Research Reports](#), by Product & Country



Export Potential Matrices To Identify Industries and Markets with High Export Potential

In a budget-constrained economy, export development organizations should focus on the industries and markets offering the greatest export growth potential for their regions and clients. The matrix methodology illustrated here can help to differentiate best prospect industries and markets from less promising options. The methodology applies readily available statistical and other data to a set of multiple “predictor” criteria for any number of industries or countries.

See **Market Potential Matrix Worksheets** and **Trade Statistics Worksheets** to help fill out the matrices for your selected industries and markets.

Illustrative [State] Target Industry Matrix

This matrix tests any number of [State] industries against 10 export-growth predictor criteria (columns 1-10). The 10 Matrix columns show how well each industry met each criterion – represented by "XX" (significantly met), "X" (reasonably met), or "blank" (didn't meet). **The more promising industries are those with XX or X across the most number of columns.**

Export Growth Predictor Criteria

1. This industry was a leading export from our State, latest year (XX = over \$5 billion); X= \$1-5 billion)
2. This industry was a fast growing State export over the latest 4 years (XX=over 50%; X=over 25%)
3. This industry was also a fast growing State export in the latest year (XX=over 10%; X=over 5%)
4. Our State is a leading national exporter for this industry (XX=in top 5; X=in top 6-10)
5. Our State's exports of this industry grew faster than from the U.S. (XX=10% more; X=5% more)
6. The U.S. has a high share of the world market for this industry (XX=over 25%; X=over 15%)
7. The U.S. exports more than it imports for this industry (XX= \$25 billion more; X= \$10 billion more)
8. Our State's exports of this industry go to few countries, with many yet open (XX=1-10; X=11-20)
9. Our State has many SME producers in this industry (XX=over 2,500; X=over 1000)
10. This industry supports many jobs in our State (XX=over 20,000; X=over 10,000)

Industry	NAICS	1	2	3	4	5	6	7	8	9	10
Industry 1 (e.g. Med Eq.	3391	X	XX	X	X	X	XX	XX		X	
Industry 2	0000						X		XX	X	X
Industry 3	0000	XX	XX	XX	XX	X	XX	X		X	X
Industry 4	0000			X			X		XX		
Industry 5	0000	XX	X		X	X	X	X		X	X

Findings: Industries 1, 3 and perhaps 5 appear far more promising than 2 and 4.

Illustrative [State] or U.S. Target Market Matrix for [Industry] or [Product]

This matrix is product-specific (e.g., Medical Equipment or Electrocardiographs). It tests any number of markets (countries) for the specified industry against 11 export-growth predictor criteria (columns 1-11). Note: If State export data by industry and country are not specific enough, use U.S. export data as a proxy. The 11 Matrix columns show how well each country met each criterion – represented by "XX" (significantly met), "X" (reasonably met), or "blank" (didn't meet). **The more promising markets are those with XX or X across the most number of columns.**

Market-Growth Predictor Criteria

1. This country was a large export market for [industry] in latest year (XX=top 5; X=top 6-15)
2. This country was a fast-growing market for [industry], past 3 years (XX=over 50%; X=over 25%)
3. Exports of [industry] to this country continued to grow in latest year (XX=over 10%; X=over 5%)
4. This country was a large importer of [industry], latest year (XX=top 5; X=top 6-15)
5. This country was a fast growing importer of [industry], past 3 years (XX=over 50%; X=over 25%)
6. This country's imports of [industry] continued to grow in latest year (XX=over 10%; X=over 5%)
7. The US has a strong share of this country's imports of [industry], (XX=over 25%; X=over 15%)
8. This country has no or few local or 3rd country competitors for [industry] (XX=no; X=few)
9. This country is receptive to products of this kind from the US (XX=highly; X=mostly)
10. This country is open to imports of this [industry] from US (XX=no barriers; X=few barriers)
11. This country was recommended as a best prospect for [industry] in latest CCG (XX=Yes)

Export Market Potential Matrix: Selection Criteria

	1	2	3	4	5	6	7	8	9	10	11
Country 1	X	XX	X	XX	X	X	XX	X	XX	XX	XX
Country 2		X			XX			X		X	X
Country 3	XX	X	XX	XX	XX	XX	XX	X	XX	XX	XX
Country 4			X	X					X	X	
Country 5		X			X						

Findings: Countries 3 and 1 appear far more promising for [industry] than the others.

Export Market Potential Matrix for [Industry/Product]

	1	2	3	4	5	6	7	8	9	10	11
Australia											
Austria											
Brazil											
Canada											
Chile											
China											
Egypt											
France											
Germany											
Hong Kong											
India											
Ireland											
Italy											
Japan											
Korea											
Malaysia											
Mexico											
Netherlands											
New Zealand											
Philippines											
Portugal											
Singapore											
South Africa											
Spain											
Taiwan											
Thailand											
Turkey											
UAE											
UK											
Venezuela											
Vietnam											

Key: Columns/Criteria

- 2. Fast growing export market, latest 3 years
- 3. Continued export growth, latest year
- 4. Large importing country, latest year
- 5. Fast growing importer, latest 3 years
- 6. Continued import growth, latest year
- 7. Strong U.S. market share, latest year

Key: Columns/Criteria

- 8. Limited competition
- 9. High receptivity to U.S. products
- 10. No significant market barriers
- 11. Recommended as a “best” export market

Market Potential Matrix for [Industry/Product]

	1	2	3	4	5	6	7	8	9	10	11
Australia	X						X				
Austria				X	XX	XX	X				
Brazil					XX	XX	X				
Canada	XX		XX				X				
Chile							X				
China	XX	XX	XX	X	XX	XX	X				
Egypt		XX					X				
France				XX			X				
Germany	XX			X			X				
India	X	XX	X				X				
Ireland	X				X	XX	X				
Italy	X			XX		XX	X				
Japan	XX			X		X	X				
Korea	X		XX				X				
Malaysia						X	X				
Mexico							X				
Netherlands	X			XX			X				
New Zealand	X						X				
Philippines							X				
Portugal				X		XX	X				
Singapore											
South Africa											
Spain				X		X	X				
Taiwan	X	XX	XX				X				
Thailand			X		XX	XX	X				
Turkey	X		XX				X				
UAE											
UK	XX		X	XX	X	XX	X				
Venezuela											
Vietnam	X	XX	XX	XX	XX	XX	X				

Key: Columns/Criteria

- 2. Fast growing export market, latest 3 years
- 3. Continued export growth, latest year
- 4. Large importing country, latest year
- 5. Fast growing importer, latest 3 years
- 6. Continued import growth, latest year

Key: Columns/Criteria

- 7. Strong U.S. market
- 8. Limited competition
- 9. High receptivity to U.S. products
- 10. No significant market barriers
- 11. Recommended as a "best" export market

A Proposed Targeting Strategy Data Presentation Formats

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A **Data Matrix** contains actual industry-specific data, arrayed in 14 columns. The Matrix tracks all 98 industries at the 2-digit Harmonized Code (HS) level. Where the 2-digit level was too broad (e.g., Industrial Machinery, Electrical Machinery, Precision Instruments), the same industries are broken out at the 4-digit HS level (over 200 industries covered). The sample Data Matrix below covers three illustrative industries (the matrix showing all industries is available on request):

- HS 88 – Aircraft
- HS 8471 – Automatic Data Processing Machines (computers)
- HS 8542 – Electronic Integrated Circuits, Micro assemblies & Parts
- HS 9018 – Medical, Surgical, Dental & Veterinary Instruments

Illustrative Data Matrix

Criteria														
Industry HS#	1	2	3	4	5	6	7	8	9	10	11	12	13	14
88	\$42.1	-5.8%	6.2%	\$7.8	19%	2	7.1%	\$25,627	9%	35%	1,589	38%	131	\$33
8471	\$24.0	-12%	11%	\$7.3	30%	1	6.6%	-\$35,660	10%	34%	458	43%	61	\$22
8542	\$42.9	6.1%	2.3%	\$11.3	26%	1	10.3%	\$20,057	20%	*	1,500*	*	109	21
9018	\$12.3	21%	12%	\$2.1	17%	1	1.9%	\$1,359	28%	*	1,183*	*	49	13

Illustrative Industry Export Potential Matrix

An **Export Potential Matrix** expresses the actual data in relative highs and lows, reflected in “XX” (met the criterion very well), “X” (fairly well), or “Blank” (not well).) The more promising industries are those with XX or X across the most number of columns. In the illustration below, 8542 appears strongest across the board, followed by 9018 and 8471 and 88. The Other industry would not be a priority.

Criteria														
Industry	1	2	3	4	5	6	7	8	9	10	11	12	13	14
88	XX		X	X	X	XX	X	XX	X	X	X	X	X	X
8471	X		XX	X	XX	XX	X		X	X	XX	X	XX	XX
8542	XX	X	X	XX	XX	XX	XX	XX	XX	*	X	*	X	X
9018	X	XX	XX	X	X	XX	X	X	XX	*	X	*		X
Other	X						X			*	*	*	*	*

Column Criteria Key

- | | |
|---|---|
| <ol style="list-style-type: none"> 1. Total U.S. Exports to World, by Value, 2004 (\$billions) 2. % Change, Total U.S. Exports to World, 2001-04 3. % Change, Total U.S. Exports to World, 2003-04 4. Total CA Exports to World, by Value, 2004 (\$billions) 5. CA Exports as % of Total U.S. Exports 6. CA Export Rank Among all U.S. States 7. % of Total CA Exports | <ol style="list-style-type: none"> 8. U.S. Trade Balance, by Value, 2004 (\$millions) 9. % U.S. Share of World Market, 2003 10. % of CA Exports Just to Canada/Mexico/Japan, 2004 11. # of CA Manufacturers, 2002 (actual) 12. % of CA Manufacturers that are SMEs, 2001 13. # of CA Employees, 2004 (1,000s) 14. Total Shipments, by Value, 2004 (\$billions) |
|---|---|

* Data available at 3-6-digit NAICS only; not precisely comparable to industries in 2-and-4-digit HS categories.

Export Potential Matrix Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
01 Live Animals											N/A	N/A	N/A	N/A
02 Meat									x	x	x		x	x
03 Seafood						x				x				
04 Dairy Products		x	xx		xx	xx				x	x		x	x
05 Animal Products						x			x	x	N/A	N/A	N/A	N/A
06 Live Plants						x					N/A	N/A	N/A	N/A
07 Vegetables				x	xx	xx	x				N/A	N/A	N/A	N/A
08 Fruits & Nuts	x	x		xx	xx	xx	xx	x	x	x				
09 Coffee & Spices						x				x				x
10 Cereals	xx	x	x			x		xx	xx	x	N/A	N/A	N/A	N/A
11 Milling Products		x						x	x	x				
12 Oil Seeds	x			x		x		xx	xx	x		xx		
13 Gums & Resins									x	x	N/A	N/A	N/A	N/A
14 Vegetable Products		xx	xx		x	x				x	N/A	N/A	N/A	N/A
15 Fats & Oils		x				x				x	N/A	N/A	N/A	N/A
16 Prepared Meats						x				x	N/A	N/A	N/A	N/A
17 Sweeteners					x	x				x	x	xx		
18 Cocoa										x				
19 Cereal & Milk Products						xx				x	xx	x	x	x
20 Preserved Fruits & Veggies				x	x	xx				x	x		x	xx
21 Prepared Foods				xx	xx	xx	xx	xx	x	x	x		x	x
22 Beverages				x	xx	xx	x				x		x	xx
23 Animal Feeds						x		xx	x	x	x			x
24 Tobacco								xx	xx		N/A	N/A	N/A	N/A
25 Natural Minerals & Stone						x					x			x
26 Ores		xx	xx									xx		
27 Oil & Mineral Fuels	xx	x	xx	xx		x	x				x	x	x	xx
28 Inorganic Chemicals	x								x					
29 Organic Chemicals	xx	xx	xx	x			x		x					
30 Pharmaceuticals	xx	xx	x	xx		x	xx		x		x		x	xx
31 Fertilizers								x	x					
32 Paints & Dyes						x		xx	x		x			x
33 Cosmetics	x			x		x	x		x		N/A	N/A	N/A	N/A
34 Soaps & Waxes		x				x		xx	x		x		x	x
35 Glues & Enzymes						x		x	x					
36 Explosives		xx				x		x	x					
37 Photographic Materials						x		x	x			x		
38 Chemical Products	xx			xx		x	xx	xx	xx		x	x		
39 Plastics	xx			xx		x	xx	xx	x	xx	xx		xx	xx
40 Rubber	x								x	xx	x			x
41 Hides & Leather								xx	x	x		xx		
42 Leather Products			x		x	xx				x	x	x		
43 Furs & Skins										x	N/A	N/A	N/A	N/A
44 Wood	x					x				xx	xx		x	x
45 Cork					xx	xx				xx	N/A	N/A	N/A	N/A
46 Wicker & Plaiting		x			x	x				xx	N/A	N/A	N/A	N/A
47 Wood Pulp				x		x	x	xx	xx	xx	N/A	N/A	N/A	N/A
48 Paper	xx			x		x	x			xx	x		x	x
49 Books & Newspapers						x		x	x		xx	xx	xx	xx

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
50 Silk					x	x				xx				
51 Wool										xx	N/A	N/A	N/A	N/A
52 Cotton	x	xx	x	x		x	x	xx	x	xx	N/A	N/A	N/A	N/A
53 Natural Fibers						x				xx	N/A	N/A	N/A	N/A
54 Yarns & Woven Fabrics										xx		x		
55 Staple Fibers								x		x	x	xx		
56 Rope & Twine		x						x	x	x				
57 Carpet										x	x	x		x
58 Lace & Tapestries						x		x	x	x		xx		
59 Impregnated Textiles								x	x	x		x		
60 Knitted Fabrics		xx			x	x		x		xx		xx		
61 Clothing: Knit				x	x	x				xx	xx	xx	xx	x
62 Clothing: Non Knit					x	xx				xx	x		x	x
63 Textile Articles						x				xx	x	x		
64 Footwear					x	xx				x				
65 Head Gear					x	xx				xx		x		
66 Umbrellas					x	xx					N/A	N/A	N/A	N/A
67 Flowers & Feathers					xx	xx					N/A	N/A	N/A	N/A
68 Stone, Brick & Tile		x	x			xx				x	xx		x	x
69 Ceramic Products						xx				x	x			
70 Glass & Glasswear						x			x	x	x	x		x
71 Precious Stones & Metal	xx			xx		x	xx				x	xx		
72 Iron & Steel	x	xx	xx	xx		xx	xx			x	N/A	N/A	N/A	N/A
73 Iron & Steel Articles	x			x		x	x		x	x	xx		x	x
74 Copper		xx	xx	x	x	x				x				
75 Nickel			x			x				x		x		
76 Aluminum	x			x		x	x			x	x			x
78 Lead		x			xx	xx				x	N/A	N/A	N/A	N/A
79 Zinc		xx	xx			x				x	N/A	N/A	N/A	N/A
80 Tin			xx			x				x	N/A	N/A	N/A	N/A
81 Other Base Metals						x			xx	x	N/A	N/A	N/A	N/A
82 Tools & Tableware									x	x	x	x		
83 Base Metal Articles						xx			x	x	x	xx	x	x
84 Industrial Machinery	xx			xx	x	x	xx		x		xx	x	xx	xx
85 Electrical Machinery	xx			xx	x	xx	xx		x		xx		xx	xx
86 Railway Equipment								x	x		N/A	N/A	N/A	N/A
87 Motor Vehicles & Parts	xx			xx			xx				xx		x	xx
88 Aircraft	xx			xx	x	x	xx	xx	xx		x		xx	xx
89 Ships & Boats			xx								x	x		x
90 Precision Instruments	xx			xx	x	xx	xx	xx	xx		xx	x	xx	xx
91 Clocks & Watches						x								
92 Musical Instruments					xx	xx			x			x		
93 Arms & Ammo			x		x	xx		x	xx	x	x	x	x	x
94 Furniture	x					x					xx	x	xx	x
95 Toys & Sports				xx	xx	xx	xx				x	x	x	x
96 Other Manufactured Items						xx					x			
97 Art & Collectables			x			x			xx		N/A	N/A	N/A	N/A
98 Special Trade Classes	xx			xx		x	xx				N/A	N/A	N/A	N/A

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Total Fruits & Nuts (08)	x	x		xx	xx	xx	xx	x	x	x	N/A	N/A	N/A	N/A
0801 Coconuts		x			x	x				N/A	N/A	N/A	N/A	N/A
0802 Nuts		xx	x	xx	xx	xx	xx	xx	xx	N/A	N/A	N/A	N/A	N/A
0803 Bananas					x	x				N/A	N/A	N/A	N/A	N/A
0804 Dates		xx	x		xx	xx				N/A	N/A	N/A	N/A	N/A
0805 Citrus Fruit					xx	xx		x	x	N/A	N/A	N/A	N/A	N/A
0806 Grapes				x	xx	xx	x	x	x	N/A	N/A	N/A	N/A	N/A
0807 Melons & Papayas					xx	x				N/A	N/A	N/A	N/A	N/A
0808 Apples & Pears					x	x		x		N/A	N/A	N/A	N/A	N/A
0809 Apricots					xx	xx		x	x	N/A	N/A	N/A	N/A	N/A
0810 Fresh Fruit		xx			xx	xx				N/A	N/A	N/A	N/A	N/A
0811 Frozen Fruit & Nuts					xx	xx				N/A	N/A	N/A	N/A	N/A
0812 Preserved Fruit & Nuts					x	x				N/A	N/A	N/A	N/A	N/A
0813 Dried Fruit					xx	xx		x	xx	N/A	N/A	N/A	N/A	N/A
0814 Fruit Peel					xx	xx		x		N/A	N/A	N/A	N/A	N/A
Total Pharmaceuticals (30)	xx	xx	x	xx		x	xx		x		x		x	xx
3001 Glands Dry & Extracts		xx	x			x		x	x	N/A	N/A	N/A	N/A	N/A
3002 Human Blood		xx	x	xx	xx	x	xx	xx	xx	N/A				x
3003 Medicines Not in Doses		xx						x		N/A		x		
3004 Medicines in Doses	xx	x	x	x		x	x		x	N/A	x		x	x
3005 Bandages					x	xx		x	x	N/A	N/A	N/A	N/A	N/A
3006 Other Pharmaceutical Goods						x			x	N/A				x
Total Plastics (39)	xx			xx		x	xx	xx	x	xx	xx		xx	xx
3901 Polymers of Ethylene		xx	xx			x		xx	x	N/A	N/A	N/A	N/A	N/A
3902 Polymers of Propylene & Other Olefins		xx	x			x		xx	x	N/A		x		
3903 Polymers of Styrene		x	x			x		x		N/A	N/A	N/A	N/A	N/A
3904 Polymers of Vinyl Chloride			x					x	x	N/A	N/A	N/A	N/A	N/A
3905 Polymers of Vinyl Acetate		x						x	xx	N/A	N/A	N/A	N/A	N/A
3906 Acrylic Polymers			x					x	x	N/A	N/A	N/A	N/A	N/A
3907 Polyethers						x		xx	x	N/A				
3908 Polyamides		xx	xx					x	x	N/A	N/A	N/A	N/A	N/A
3909 Amino-Resins		xx						x	x	N/A	N/A	N/A	N/A	N/A
3910 Silicones		x				x		x	x	N/A	N/A	N/A	N/A	N/A
3911 Petro Resins		x	x					x	xx	N/A	N/A	N/A	N/A	N/A
3912 Cellulose & Chemical Derivatives		x						x	xx	N/A	N/A	N/A	N/A	N/A
3913 Natural Polymers					x	x		x	xx	N/A	N/A	N/A	N/A	N/A
3914 Ion-Exchangers Based on Plastics						x				N/A	N/A	N/A	N/A	N/A
3915 Plastic Waste					x	xx		x	x	N/A	N/A	N/A	N/A	N/A
3916 Plastic Monofil		xx								N/A				
3917 Plastic Tubes					x	xx		x	x	N/A				
3918 Plastic Floor Cover & Wall Cover						x				N/A	N/A	N/A	N/A	N/A
3919 Plastic Self-Adhesive Plates		x			x	xx		x	xx	N/A	N/A	N/A	N/A	N/A
3920 Non-Adhesive Plastic Plates, Sheets & Film						x		x	x	N/A				
3921 Plastic Sheets, Film & Plates		x				x		x	x	N/A	N/A	N/A	N/A	N/A
3922 Plastic Baths & Toilet Seats					x	xx				N/A	N/A	N/A	N/A	N/A
3923 Plastic Containers						x			x	N/A				
3924 Plastic Household Articles						xx				N/A				x
3925 Builders Ware of Plastics						x				N/A	N/A	N/A	N/A	N/A
3926 Articles of Plastics				x	x	x	x		x	N/A	xx		xx	x

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Total Industrial Machinery (84)	xx			xx	x	x	xx		x		xx	x	xx	xx
8401 Nuclear Reactors					x	x		x		N/A	N/A	N/A	N/A	N/A
8402 Steam Generating Boilers						x				N/A				
8403 Central Heat Boilers			xx			x				N/A	N/A	N/A	N/A	N/A
8404 Auxiliary Plant Used With Boilers								x		N/A	N/A	N/A	N/A	N/A
8405 Producer Gas						x		x	xx	N/A	N/A	N/A	N/A	N/A
8406 Steam Turbines			xx					x	x	N/A	N/A	N/A	N/A	N/A
8407 Piston Engines	x								xx	N/A		x		
8408 Diesel Engines		xx	xx					x	x	N/A	N/A	N/A	N/A	N/A
8409 Engine Parts									x	N/A	N/A	N/A	N/A	N/A
8410 Hydraulic Turbines						xx				N/A	N/A	N/A	N/A	N/A
8411 Aircraft Engines	xx		x	xx			xx	xx	xx	N/A	N/A	N/A	N/A	N/A
8412 Engines & Motors		x				x			x	N/A				
8413 Pumps For Liquids						x			x	N/A				
8414 Air & Vacuum Pumps						x			x	N/A				
8415 Air Conditioners									x	N/A				
8416 Furnace Burners								x	x	N/A				
8417 Industrial & Lab Furnaces						x		x	x	N/A		x		
8418 Refrigerators & Freezers						x			x	N/A	N/A	N/A	N/A	N/A
8419 Water Heaters			x			xx		x	x	N/A	x	x		x
8420 Calendering Machines & Cylinders						x		x		N/A	N/A	N/A	N/A	N/A
8421 Filters & Centrifuges						x		x	x	N/A				
8422 Dishwashing & Packaging Machines						x				N/A		x		
8423 Weighing Machines					x	x				N/A				
8424 Sand Blasting Machines		x	xx		x	xx		x	x	N/A	N/A	N/A	N/A	N/A
8425 Pulley Tackle & Hoists			x			x			x	N/A		x		
8426 Ships Derricks & Cranes										N/A	N/A	N/A	N/A	N/A
8427 Fork-Lift Trucks			x							N/A				
8428 Lifting & Handling Machines			x			x			x	N/A		x		
8429 Heavy Construction Equipment		x	x						x	N/A		x		
8430 Moving & Grading Machinery		xx	xx					x	x	N/A				
8431 Parts For Fork Lifts, Bulldozers & Graders	x					x		xx	x	N/A		x		
8432 Agricultural Machinery For Soil		x						x	x	N/A		x		
8433 Harvest Machines		x						x	xx	N/A	N/A	N/A	N/A	N/A
8434 Milking Machines & Parts								x		N/A	N/A	N/A	N/A	N/A
8435 Presses For Wine						x				N/A	N/A	N/A	N/A	N/A
8436 Agricultural & Poultry Equipment			xx			xx			x	N/A	N/A	N/A	N/A	N/A
8437 Machines For Cleaning Seed						xx		x	x	N/A	N/A	N/A	N/A	N/A
8438 Food & Drink Preparation Machines						x				N/A				
8439 Machinery For Making Pulp & Paper										N/A				
8440 Bookbinding Machinery					x	x				N/A	N/A	N/A	N/A	N/A
8441 Mach For Making Up Pulp & Paper						x			x	N/A	N/A	N/A	N/A	N/A
8442 Machinery For Typeset						x		x	x	N/A	N/A	N/A	N/A	N/A
8443 Ink Jet Printers						x				N/A				
8444 Machines Extruding & Drawing Textiles		x	xx							N/A	N/A	N/A	N/A	N/A
8445 Machines For Preparing Fibers & Yarns								x		N/A	N/A	N/A	N/A	N/A
8446 Weaving Machines		xx	xx			x		x		N/A	N/A	N/A	N/A	N/A
8447 Knitting Machines						x				N/A	N/A	N/A	N/A	N/A
8448 Auxiliary Machinery For Textile Machines										N/A		xx		
8449 Machinery for Finish Nonwovens			x							N/A	N/A	N/A	N/A	N/A
8450 Washing Machines										N/A	N/A	N/A	N/A	N/A
8451 Washers & Dryers								x		N/A	N/A	N/A	N/A	N/A

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
8452 Sewing Machines										N/A	N/A	N/A	N/A	N/A
8453 Machinery For Work in Leather					xx	xx		x		N/A	N/A	N/A	N/A	N/A
8454 Converters & Ingot Molds		x	xx			x				N/A	N/A	N/A	N/A	N/A
8455 Metal-Rolling Mills & Rolls			xx					x		N/A	N/A	N/A	N/A	N/A
8456 Machinery For Material Removal by Laser		xx	xx	xx	xx	xx	xx	xx	xx	N/A				
8457 Machining Centers - Metal Working					xx	xx				N/A	N/A	N/A	N/A	N/A
8458 Lathes For Removing Metal			x			x				N/A	N/A	N/A	N/A	N/A
8459 Machine Tools For Drilling						x				N/A	N/A	N/A	N/A	N/A
8460 Machine Tools For Honing & Finishing Metal						xx				N/A	N/A	N/A	N/A	N/A
8461 Machine Tools For Shaping						x				N/A	N/A	N/A	N/A	N/A
8462 Machine Tools For Forging						x				N/A				
8463 Machine Tools For Working Metal						x				N/A	N/A	N/A	N/A	N/A
8464 Machine Tools For Working Stone		xx	xx		xx	x		x	x	N/A	N/A	N/A	N/A	N/A
8465 Machine Tools For Working Wood			x			xx				N/A		x		
8466 Parts For Machine Tools					x	xx		x	x	N/A	x	xx		
8467 Tools For Working in the Hand		xx	xx			x			x	N/A		x		
8468 Solder Machines						x		x	x	N/A				
8469 Typewriters & Word Processing Machines			x		x	x				N/A	N/A	N/A	N/A	N/A
8470 Calculating & Account Machines					xx	xx				N/A	N/A	N/A	N/A	N/A
8471 Computers, Printers & Storage Units	xx			xx	xx	xx	xx			N/A	x		x	xx
8472 Office Machines			x							N/A		xx		
8473 Computer & Office Machines Parts	xx			xx	xx	xx	xx		x	N/A	N/A	N/A	N/A	N/A
8474 Machinery For Sorting Screening Minerals			x							N/A	N/A	N/A	N/A	N/A
8475 Machines For Assembling Electronic Tubes		xx	xx					x	x	N/A	N/A	N/A	N/A	N/A
8476 Automatic Goods- Vending Machines						x			x	N/A	N/A	N/A	N/A	N/A
8477 Machinery For Working Rubber & Plastics						x				N/A		xx		
8478 Machinery For Tobacco Preparation										N/A	N/A	N/A	N/A	N/A
8479 Mechanical Machinery & Parts	x		x	xx	xx	xx	xx	xx	x	N/A	x		x	x
8480 Molding Boxes For Metal Foundry						x				N/A	x	x		
8481 Taps, Cocks & Valves						x			x	N/A	x		x	x
8482 Ball & Roller Bearings & Parts									x	N/A	N/A	N/A	N/A	N/A
8483 Transmission Shafts, Bearings & Parts									x	N/A				
8484 Gaskets & Similar Joints of Metal Sheeting						x		x	xx	N/A				
8485 Machinery Parts					x	xx		x	x	N/A	N/A	N/A	N/A	N/A

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Total Electrical Machinery (85)	xx			xx	x	xx	xx		x		xx		xx	xx
8501 Electric Motors & Generators			x			x				N/A				
8502 Electric Generating Sets & Rotary Converters						x		x	xx	N/A	N/A	N/A	N/A	N/A
8503 Parts of Electric Motors			x			x		x	x	N/A	N/A	N/A	N/A	N/A
8504 Transformers, Converters & Power Supplies				x	x	x	x			N/A	x		x	x
8505 Electromagnets			x			x				N/A	N/A	N/A	N/A	N/A
8506 Primary Cells & Batteries								x	x	N/A	N/A	N/A	N/A	N/A
8507 Electric Storage Batteries						xx				N/A				
8508--electromechanical tools; working in hand; parts	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8509 Electromech Domestic Appliances						x				N/A	N/A	N/A	N/A	N/A
8510 Electric Shavers		x	x							N/A		x		
8511 Electric Ignition Equipment									x	N/A	N/A	N/A	N/A	N/A
8512 Electric Light Equipment									x	N/A	N/A	N/A	N/A	N/A
8513 Portable Electric Lamps					xx	xx				N/A	N/A	N/A	N/A	N/A
8514 Industrial Electric Furnaces			xx			x		x	xx	N/A	N/A	N/A	N/A	N/A
8515 Electric Lasers			xx		x	xx			x	N/A	N/A	N/A	N/A	N/A
8516 Electric Water Heaters			x		x	xx				N/A				
8517 Telephone, Fax & Switching Apparatus	x		x	xx	x	xx	xx		x	N/A	x		x	xx
8518 Microphones					xx	xx			x	N/A	N/A	N/A	N/A	N/A
8519 Turntables & Cassette Players					x	x				N/A	N/A	N/A	N/A	N/A
8520 Tape Recorders		x	xx		xx	xx				N/A	N/A	N/A	N/A	N/A
8521 Video Recording Equipment		x	x		xx	xx				N/A	N/A	N/A	N/A	N/A
8522 Electric Parts & Accessories					x	x				N/A	N/A	N/A	N/A	N/A
8523 Prepared Unrecorded Sound Media			x	xx	xx	xx	x		x	N/A		xx		
8524 Records & Tapes				xx	xx	xx	xx	xx	x	N/A	x	x		
8525 Cel Phones, Video Recorders & Radio Transceivers	x		x	xx	x	x	x			N/A	x		x	xx
8526 Radar Apparatus & Navigation					x	xx			xx	N/A	N/A	N/A	N/A	N/A
8527 Reception Apparatus For Radiotelephony						x				N/A	N/A	N/A	N/A	N/A
8528 TV Receivers			x		xx	xx				N/A	x			
8529 Television, Radio & Assesory Parts	x			xx	xx	xx	xx			N/A	N/A	N/A	N/A	N/A
8530 Electric Signal & Safety Equipment					xx	xx				N/A	N/A	N/A	N/A	N/A
8531 Electric Sound & Visual Signaling Apparatus			x		x	xx				N/A				
8532 Electric Capacitors					x	x		x	x	N/A	x			
8533 Electrical Resistors					xx	x			x	N/A				
8534 Printed Circuits					x	x			x	N/A	x		x	x
8535 Switching Equipment, > 1000 V					xx	xx		x		N/A		x		
8536 Switches, Relays & Fuses < 1000 Volts	x			x		x	x		x	N/A	x		x	x
8537 Electrical Switching Boards						x			x	N/A				
8538 Parts For Electric Equipment		x	x			x		x	x	N/A	N/A	N/A	N/A	N/A
8539 Electric Filament & Discharge Lamps						x				N/A	N/A	N/A	N/A	N/A
8540 Electronic Tubes				x	xx	xx	x	x	x	N/A				
8541 Transister & Semiconductor Devices	x			xx	xx	xx	xx	xx	x	N/A	N/A	N/A	N/A	N/A
8542 Electronic Integrated Circuits	xx			xx	xx	xx	xx	xx	xx	N/A	x		xx	xx
8543 Specialized Electrical Machinery & Parts		xx	xx	x	x	x	x	x	xx	N/A	x		x	x
8544 Insulated Wire & Cable						x			x	N/A				
8545 Carbon Electrodes & Brushes						x			x	N/A				
8546 Electrical Insulators of Any Material					x	xx		x	x	N/A	N/A	N/A	N/A	N/A
8547 Insulating Fittings For Assembly						x		x	x	N/A				
8548 Battery Waste					x	xx		x	x	N/A	N/A	N/A	N/A	N/A

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Total Motor Vehicles & Parts (87)	xx			xx			xx				xx		x	xx
8701 Semi Trucks & Tractors		xx	x						x	N/A	N/A	N/A	N/A	N/A
8702 Vans & Buses		xx	xx							N/A	N/A	N/A	N/A	N/A
8703 Passenger Vehicles	xx	x		xx			xx			N/A		x		x
8704 Trucks	x	xx							x	N/A				
8705 Special Purpose Motor Vehicles		x						x	x	N/A	N/A	N/A	N/A	N/A
8706 Chassis with Engines						x		x	x	N/A	N/A	N/A	N/A	N/A
8707 Vehicle Bodies			x			x				N/A	x			
8708 Motor Vehicle Parts	xx			x			x		x	N/A	x		x	x
8709 Work Trucks			xx					x	x	N/A	N/A	N/A	N/A	N/A
8710 Tanks & Armored Vehicles						x		x	xx	N/A	N/A	N/A	N/A	N/A
8711 Motorcycles						x				N/A	x	x		
8712 Bicycles		x	x		xx	x				N/A	N/A	N/A	N/A	N/A
8713 Wheel Chairs					xx	x				N/A	N/A	N/A	N/A	N/A
8714 Cycle Parts & Accessories					xx	xx				N/A	N/A	N/A	N/A	N/A
8715 Baby Carriages & Parts					x	x				N/A	N/A	N/A	N/A	N/A
8716 Trailers		xx	xx			x		x	x	N/A	x			x

Total Aircraft (88)	xx			xx	x	x	xx	xx	xx		x		xx	xx
8801 Balloons & Dirigibles					x	x		x	x	N/A	N/A	N/A	N/A	N/A
8802 Aircraft	xx			xx		x	xx	xx	xx	N/A			x	x
8803 Aircraft Parts	xx			xx	xx	xx	xx	xx	xx	N/A	x		x	x
8804 Parachutes		xx			x	x		x	xx	N/A	N/A	N/A	N/A	N/A
8805 Aircraft Launch Gear						x		x	xx	N/A	N/A	N/A	N/A	N/A

Industry	Selection Criteria													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Total Precision Instruments (90)	xx			xx	x	xx	xx	xx	xx		xx	x	xx	xx
9001 Optical Lenses & Fibers					x	xx		x	x	N/A	x			x
9002 Optical Elements		x	xx		x	x				N/A	N/A	N/A	N/A	N/A
9003 Frames For Spectacles		x			xx	xx				N/A	N/A	N/A	N/A	N/A
9004 Spectacles					xx	xx				N/A	N/A	N/A	N/A	N/A
9005 Optical Telescopes					xx	xx			x	N/A	N/A	N/A	N/A	N/A
9006 Photographic Still Cameras			x		x	x				N/A	N/A	N/A	N/A	N/A
9007 Cinematographic Cameras & Projectors					xx	xx		x	x	N/A	N/A	N/A	N/A	N/A
9008 Image Projectors					xx	xx			x	N/A	N/A	N/A	N/A	N/A
9009 Photocopy Apparatus					x	x				N/A	N/A	N/A	N/A	N/A
9010 Apparatus For Photo Labs		x	xx		x	x				N/A		x		
9011 Compound Optical Microscopes			xx		x	x				N/A	N/A	N/A	N/A	N/A
9012 Microscopes					xx	xx			x	N/A	N/A	N/A	N/A	N/A
9013 Liquid Crystal Devices			x	xx	xx	xx	xx	x		N/A	N/A	N/A	N/A	N/A
9014 Compasses & Navigation Instruments						x		x	xx	N/A	x		x	x
9015 Survey Instruments						x		x	xx	N/A	x			
9016 Balances										N/A	N/A	N/A	N/A	N/A
9017 Drawing Instruments					x	x		x	x	N/A	N/A	N/A	N/A	N/A
9018 Medical, Dental & Vet Instruments	xx			xx	x	xx	xx	xx	xx	N/A	xx	xx	x	x
9019 Testing Instruments					xx	xx			x	N/A	N/A	N/A	N/A	N/A
9020 Breathing Appliances & Gas Masks					x	xx		x	xx	N/A	N/A	N/A	N/A	N/A
9021 Orthopedic Appliances		xx		x	x	x	x	x	xx	N/A	x		x	x
9022 X-Ray Apparatus				x	xx	xx	x		xx	N/A				x
9023 Demonstrational Instruments & Parts					xx	xx		x	x	N/A	N/A	N/A	N/A	N/A
9024 Machines For Testing Material						x		x	xx	N/A	N/A	N/A	N/A	N/A
9025 Hydrometers & Thermometers						x			x	N/A	N/A	N/A	N/A	N/A
9026 Instruments for Measure & Check Flow						x		x	xx	N/A	x			
9027 Instruments For Physical or Chemical Analysis				xx	xx	xx	xx	xx	xx	N/A	x		x	x
9028 Gas, Water, Electric Meters									x	N/A				
9029 Revolution & Production Count Meters									x	N/A	N/A	N/A	N/A	N/A
9030 Oscilloscopes & Electrical Measuring Instruments	x		xx	xx	xx	xx	xx	xx	xx	N/A			x	x
9031 Measuring or Checking Instruments		x	xx	xx	xx	xx	xx	xx	xx	N/A	N/A	N/A	N/A	N/A
9032 Automatic Regulating & Control Instruments						x			xx	N/A				
9033 Parts For Machines & Instruments		xx				x		x	xx	N/A	N/A	N/A	N/A	N/A

**Total US and California Exports 2001-2004
by two-digit HS Codes**

	1	2	3	4	5	6	7	8	9	11	12	13	14
					CA's			US %					
	US Exports		CA Exports		% CA	Rank	% of	US Trade	Share of	# of	% of estab-	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	Exports	among	Total CA	Balance	World	estab-	lishments	em-	Value
	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002
Total	\$817,935,849	11.9%	13.0%	\$109,967,840	13%		100%	-\$651,734,908		41,245	70.8%	1,455,632	\$346,087,820
01 Live Animals	\$518,768	-42.2%	-34.5%	\$20,623	4%	6	0.02%	-\$919,786	6.2%				
02 Meat	\$4,771,190	-29.9%	-29.6%	\$295,466	6%	6	0.27%	-\$323,968	17.0%	280	52.9%	21,274	\$4,398,864
03 Seafood	\$3,307,478	15.8%	13.0%	\$168,495	5%	5	0.15%	-\$5,395,055	5.5%	56	50.0%	3,333	\$802,987
04 Dairy Products	\$1,181,479	42.5%	54.9%	\$369,623	31%	1	0.34%	-\$344,455	2.4%	107	34.6%	11,359	\$6,338,888
05 Animal Products	\$565,973	-3.3%	-10.9%	\$64,821	11%	2	0.06%	-\$57,933	14.3%				
06 Live Plants	\$312,344	12.1%	8.0%	\$39,572	13%	4	0.04%	-\$1,064,878	2.4%				
07 Vegetables	\$2,151,307	15.1%	4.8%	\$804,823	37%	1	0.73%	-\$1,890,228	6.6%				
08 Fruits & Nuts	\$5,368,753	32.4%	12.8%	\$3,590,956	67%	1	3.27%	\$188,242	10.6%				
09 Coffee & Spices	\$458,086	27.1%	14.9%	\$52,983	12%	3	0.05%	-\$2,379,488	2.3%	94	63.8%	3,157	\$1,156,045
10 Cereals	\$13,136,432	36.1%	23.0%	\$351,092	3%	5	0.32%	\$12,339,263	26.9%				
11 Milling Products	\$685,244	35.6%	3.7%	\$24,675	4%	8	0.02%	\$142,717	11.1%	23	47.8%	1,012	\$415,876
12 Oil Seeds	\$8,682,108	26.4%	-9.9%	\$530,967	6%	3	0.48%	\$7,752,623	33.7%	6	83.3%	172	\$57,171
13 Gums & Resins	\$326,753	11.4%	6.0%	\$14,507	4%	6	0.01%	-\$196,775	12.1%				
14 Vegetable Products	\$37,146	66.5%	42.6%	\$5,459	15%	2	0.00%	-\$12,885	4.5%				
15 Fats & Oils	\$2,023,416	42.5%	-0.5%	\$158,083	8%	3	0.14%	-\$224,416	6.4%				
16 Prepared Meats	\$931,432	-0.7%	-3.4%	\$116,948	13%	2	0.11%	-\$2,150,282	5.6%				
17 Sweeteners	\$733,966	1.4%	4.4%	\$128,124	17%	2	0.12%	-\$1,255,847	3.9%	125	82.4%	3,568	\$766,071
18 Cocoa	\$790,877	8.1%	9.3%	\$80,791	10%	4	0.07%	-\$1,705,486	4.0%				
19 Cereal & Milk Products	\$1,758,481	17.7%	10.8%	\$211,213	12%	1	0.19%	-\$1,014,455	7.7%	1,867	78.4%	46,009	\$8,209,684
20 Preserved Fruits & Veggies	\$2,202,464	4.7%	4.4%	\$506,080	23%	1	0.46%	-\$1,342,299	8.2%	379	38.0%	42,630	\$11,720,743
21 Prepared Foods	\$3,428,131	22.5%	8.9%	\$1,119,436	33%	1	1.02%	\$1,247,381	15.9%	548	68.6%	18,866	\$5,344,378
22 Beverages	\$2,258,501	26.3%	12.1%	\$940,107	42%	1	0.85%	-\$9,528,517	4.6%	804	68.2%	32,360	\$14,475,407
23 Animal Feeds	\$3,473,421	-15.6%	-4.5%	\$216,205	6%	4	0.20%	\$2,635,004	15.8%	146	64.4%	4,060	\$3,061,720
24 Tobacco	\$2,654,865	-34.3%	-9.2%	\$2,344	0%	15	0.00%	\$1,368,645	20.0%				
25 Natural Minerals & Stone	\$1,677,795	4.5%	8.7%	\$109,579	7%	2	0.10%	-\$699,274	7.6%	306	69.0%	7,136	\$1,998,922
26 Ores	\$1,790,251	56.3%	41.1%	\$36,137	2%	13	0.03%	-\$25,740	3.8%	31	80.6%	657	\$141,637
27 Oil & Mineral Fuels	\$18,954,856	47.0%	34.6%	\$1,093,540	6%	5	0.99%	-\$186,969,413	2.3%	311	72.7%	13,360	\$26,526,169

	1	2	3	4	5	6	7	8	9	11	12	13	14
						CA's			US %		% of estab-		
	US Exports			CA Exports	% CA	Rank	% of	US Trade	Share of	# of	lishments	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	to US	among	Total CA	Balance	World	estab-	with 0-20	em-	Value
	2004	2001-04	2003-04	2004	Exports	States	Exports	in \$1,000s	Market	lishments	employees	ployees	in \$1,000
	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002
Total	\$817,935,849	11.9%	13.0%	\$109,967,840	13%		90%	-\$651,734,908		36,162	71.1%	1,246,679	\$260,673,258
28 Inorganic Chemicals	\$6,846,871	11.8%	12.5%	\$457,104	7%	6	0.42%	-\$1,845,034	12.3%	44	63.6%	1,118	\$490,120
29 Organic Chemicals	\$30,367,713	57.3%	30.9%	\$544,591	2%	13	0.50%	-\$7,840,184	12.2%	41	65.9%	1,261	\$482,938
30 Pharmaceuticals	\$19,506,790	56.0%	22.4%	\$1,983,085	10%	3	1.80%	-\$11,818,962	12.2%	312	52.9%	40,676	\$10,604,036
31 Fertilizers	\$2,846,078	26.7%	11.5%	\$48,113	2%	10	0.04%	\$274,467	12.8%	77	68.8%	1,897	\$630,245
32 Paints & Dyes	\$4,756,548	19.6%	8.7%	\$371,038	8%	3	0.34%	\$2,066,702	12.6%	232	68.5%	5,314	\$2,269,236
33 Cosmetics	\$5,516,433	26.5%	11.7%	\$626,708	11%	3	0.57%	-\$344,134	11.6%				
34 Soaps & Waxes	\$3,231,441	35.8%	17.2%	\$281,155	9%	4	0.26%	\$1,429,588	13.7%	359	69.4%	11,915	\$3,615,292
35 Glues & Enzymes	\$1,653,820	-9.0%	11.2%	\$118,768	7%	3	0.11%	\$153,367	14.7%	69	62.3%	2,136	\$549,954
36 Explosives	\$494,190	73.8%	17.2%	\$43,837	9%	4	0.04%	\$90,168	19.9%	5	60.0%	320	\$37,296
37 Photographic Materials	\$2,889,897	11.8%	-1.4%	\$152,771	5%	4	0.14%	\$491,250	17.5%	71	73.2%	2,591	\$469,469
38 Chemical Products	\$12,553,018	18.5%	10.8%	\$1,529,176	12%	2	1.39%	\$6,346,618	20.6%	131	76.3%	2,692	\$857,811
39 Plastics	\$33,705,055	25.4%	16.5%	\$2,837,198	8%	2	2.58%	\$7,108,640	14.3%	1,572	53.6%	72,555	\$12,706,279
40 Rubber	\$7,600,858	14.2%	14.9%	\$339,882	4%	8	0.31%	-\$5,934,955	10.7%	264	64.4%	9,415	\$1,208,924
41 Hides & Leather	\$2,785,891	2.5%	9.4%	\$104,683	4%	9	0.10%	\$1,896,566	12.7%	33	81.8%	291	\$34,640
42 Leather Products	\$819,736	24.8%	20.7%	\$192,249	23%	1	0.17%	-\$7,411,833	2.0%	139	71.2%	4,049	\$502,904
43 Furs & Skins	\$215,408	-1.2%	17.5%	\$4,617	2%	7	0.00%	-\$226,428	4.3%				
44 Wood	\$5,867,086	11.2%	13.2%	\$413,508	7%	2	0.38%	-\$17,044,399	6.6%	1,335	66.0%	39,155	\$5,991,901
45 Cork	\$45,143	7.9%	-10.3%	\$24,446	54%	1	0.02%	-\$168,092	1.0%				
46 Wicker & Plaiting	\$25,604	48.5%	-2.9%	\$3,949	15%	3	0.00%	-\$403,944	0.4%				
47 Wood Pulp	\$4,621,798	22.6%	9.6%	\$580,554	13%	2	0.53%	\$1,681,985	20.7%				
48 Paper	\$11,482,739	5.4%	7.6%	\$790,564	7%	2	0.72%	-\$5,378,711	9.7%	533	44.8%	26,407	\$7,112,056
49 Books & Newspapers	\$4,667,938	1.6%	5.8%	\$481,036	10%	3	0.44%	\$434,671	17.3%	4,812	82.9%	77,430	\$10,417,521
50 Silk	\$29,843	13.0%	-3.2%	\$4,807	16%	2	0.00%	-\$261,328	0.6%	66	60.6%	3,932	\$492,366
51 Wool	\$108,348	-13.8%	-10.9%	\$3,186	3%	10	0.00%	-\$235,354	1.1%				
52 Cotton	\$6,371,180	58.0%	21.8%	\$792,249	12%	3	0.72%	\$4,444,311	12.9%				
53 Natural Fibers	\$27,408	-7.9%	-11.5%	\$2,798	10%	3	0.00%	-\$160,516	0.6%				
54 Yarns & Woven Fabrics	\$1,866,493	-6.8%	4.9%	\$90,087	5%	7	0.08%	-\$103,895	8.0%	35	71.4%	831	\$132,874
55 Staple Fibers	\$1,719,271	16.5%	9.5%	\$35,273	2%	11	0.03%	\$425,571	7.0%	100	84.0%	1,608	\$158,569
56 Rope & Twine	\$1,430,737	35.6%	12.0%	\$66,710	5%	6	0.06%	\$177,132	12.2%	11	63.6%	259	\$42,880
57 Carpet	\$806,862	10.5%	13.6%	\$26,914	3%	8	0.02%	-\$1,030,693	8.6%	370	77.6%	9,735	\$1,510,977

	1	2	3	4	5	6	7	8	9	11	12	13	14
	US Exports		CA Exports		% CA	CA's	% of	US Trade	US %	# of	% of estab-	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	to US	Rank	Total CA	Balance	Share of	estab-	lishments	em-	Value
	2004	2001-04	2003-04	2004	Exports	2004	Exports	in \$1,000s	World	ishments	with 0-20	ployees	in \$1,000
					2004		2004	2004	2003	2002	2002	2002	2002
Total	\$817,935,849	11.9%	13.0%	\$109,967,840	13%		78%	-\$651,734,908		25,551	71.0%	931,092	\$200,354,970
58 Lace & Tapestries	\$844,956	0.8%	18.2%	\$114,709	14%	2	0.10%	\$135,547	11.0%	18	83.3%	560	\$52,004
59 Impregnated Textiles	\$1,462,902	13.8%	0.5%	\$65,956	5%	6	0.06%	\$223,257	13.9%	24	70.8%	415	\$97,032
60 Knitted Fabrics	\$1,658,579	74.7%	16.9%	\$275,323	17%	2	0.25%	\$676,086	6.7%	16	81.3%	240	\$26,220
61 Clothing: Knit	\$2,698,879	-30.7%	-10.9%	\$529,724	20%	2	0.48%	-\$28,883,472	1.9%	3,516	81.7%	53,131	\$3,977,011
62 Clothing: Non Knit	\$1,877,031	-27.5%	-10.0%	\$379,855	20%	1	0.35%	-\$33,410,075	1.2%	981	67.3%	34,497	\$6,995,400
63 Textile Articles	\$1,052,147	6.6%	6.5%	\$117,947	11%	2	0.11%	-\$6,839,399	4.2%	523	78.6%	7,195	\$726,242
64 Footwear	\$650,867	-19.2%	-6.2%	\$144,021	22%	1	0.13%	-\$15,854,471	0.8%	26	69.2%	784	\$50,054
65 Head Gear	\$128,351	-3.5%	16.1%	\$21,197	17%	1	0.02%	-\$1,398,405	3.0%	25		580	\$29,078
66 Umbrellas	\$12,031	-15.6%	19.4%	\$2,439	20%	1	0.00%	-\$329,625	0.5%				
67 Flowers & Feathers	\$52,794	0.9%	2.7%	\$14,437	27%	1	0.01%	-\$1,198,168	1.0%				
68 Stone, Brick & Tile	\$1,659,470	32.3%	20.3%	\$225,868	14%	1	0.21%	-\$3,211,193	7.4%	1,061	62.6%	28,389	\$7,619,663
69 Ceramic Products	\$982,572	-4.0%	8.2%	\$106,383	11%	1	0.10%	-\$3,684,092	3.4%	191	68.6%	4,679	\$482,493
70 Glass & Glasswear	\$3,879,154	2.6%	8.8%	\$279,805	7%	4	0.25%	-\$1,212,830	10.5%	317	76.0%	9,644	\$1,850,449
71 Precious Stones & Metal	\$18,092,726	23.5%	18.5%	\$1,518,323	8%	3	1.38%	-\$15,310,323	5.6%	525	85.9%	5,792	\$909,398
72 Iron & Steel	\$8,917,444	78.1%	34.3%	\$1,153,382	13%	1	1.05%	-\$13,561,121	4.6%				
73 Iron & Steel Articles	\$9,419,097	13.2%	15.3%	\$856,562	9%	2	0.78%	-\$10,364,014	10.7%	1,718	68.7%	47,467	\$7,460,639
74 Copper	\$3,435,914	62.1%	37.6%	\$514,240	15%	2	0.47%	-\$2,149,433	6.9%	28	67.9%	586	\$59,548
75 Nickel	\$725,392	4.3%	24.9%	\$78,955	11%	2	0.07%	-\$1,342,469	5.7%	52	75.0%	1,353	\$426,222
76 Aluminum	\$5,977,893	20.1%	19.6%	\$705,045	12%	2	0.64%	-\$6,629,955	7.7%	183	51.9%	7,919	\$1,483,078
78 Lead	\$109,426	37.5%	-10.2%	\$29,106	27%	1	0.03%	-\$83,073	4.8%				
79 Zinc	\$154,705	54.9%	43.6%	\$18,699	12%	2	0.02%	-\$974,351	2.5%				
80 Tin	\$85,959	27.7%	38.7%	\$5,183	6%	4	0.00%	-\$413,486	4.5%				
81 Other Base Metals	\$1,325,320	18.4%	16.1%	\$138,923	10%	2	0.13%	-\$79,183	22.5%				
82 Tools & Tableware	\$3,201,629	11.6%	11.4%	\$173,017	5%	7	0.16%	-\$2,552,814	12.8%	196	71.9%	5,202	\$746,785
83 Base Metal Articles	\$3,258,373	8.2%	7.1%	\$465,843	14%	1	0.42%	-\$3,166,121	11.5%	778	79.6%	12,845	\$1,608,791
84 Industrial Machinery	\$149,068,073	2.7%	14.0%	\$22,655,253	15%	2	20.60%	-\$51,617,584	14.2%	3,074	69.6%	125,931	\$37,275,563
85 Electrical Machinery	\$124,803,540	1.8%	10.8%	\$27,935,694	22%	1	25.40%	-\$60,145,224	12.3%	3,034	55.6%	202,495	\$54,374,864
86 Railway Equipment	\$1,762,987	17.1%	9.6%	\$32,795	2%	14	0.03%	\$481,402	10.9%				
87 Motor Vehicles & Parts	\$73,308,998	24.8%	12.5%	\$3,266,721	4%	7	2.97%	-\$117,940,556	9.3%	1,065	66.0%	48,477	\$10,449,246
88 Aircraft	\$42,122,384	-5.8%	6.2%	\$7,811,436	19%	2	7.10%	\$25,626,501	39.5%	215	48.8%	57,253	\$11,322,599

	1	2	3	4	5	6	7	8	9	11	12	13	14
	US Exports		CA Exports		% CA	CA's	% of	US Trade	US %	# of	% of estab-	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	to US	Rank	Total CA	Balance	Share of	estab-	lishments	em-	Value
	2004	2001-04	2003-04	2004	Exports	among	Exports	in \$1,000s	World	lishments	with 0-20	ployees	in \$1,000
					2004	States	2004	2004	Market	2002	employees	2002	2002
Total	\$817,935,849	11.9%	13.0%	\$109,967,840	13%		15%	-\$651,734,908		7,985	73.8%	275,658	\$52,332,591
89 Ships & Boats	\$1,784,073	-6.1%	33.6%	\$68,073	4%	7	0.06%	-\$299,972	5.5%	145	70.3%	8,887	\$1,339,606
90 Precision Instruments	\$51,160,176	15.7%	16.2%	\$12,035,924	24%	1	10.94%	\$6,619,512	21.5%	3,076	72.0%	153,658	\$35,005,299
91 Clocks & Watches	\$557,827	24.3%	19.1%	\$61,465	11%	4	0.06%	-\$3,230,806	1.8%	20	65.0%	497	\$77,204
92 Musical Instruments	\$532,967	19.3%	17.5%	\$184,815	35%	1	0.17%	-\$971,941	10.1%	89	76.4%	2,996	\$471,052
93 Arms & Ammo	\$2,309,864	6.6%	29.4%	\$387,001	17%	1	0.35%	\$961,268	25.5%	602	71.8%	12,070	\$1,744,769
94 Furniture	\$6,255,272	2.4%	10.7%	\$500,086	8%	4	0.45%	-\$27,515,049	4.7%	3,300	75.4%	77,585	\$9,523,458
95 Toys & Sports	\$4,225,899	9.5%	6.5%	\$1,143,206	27%	1	1.04%	-\$17,736,255	5.3%	538	79.2%	14,348	\$3,409,767
96 Other Manufactured Items	\$1,179,260	6.8%	8.4%	\$144,992	12%	1	0.13%	-\$2,066,804	8.0%	215	69.3%	5,617	\$761,436
97 Art & Collectables	\$3,514,577	-13.7%	28.5%	\$200,273	6%	3	0.18%	-\$1,786,625	27.2%				
98 Special Trade Classes	\$24,644,628	1.0%	8.4%	\$1,601,458	6%	3	1.46%	-\$9,291,279	N/A				

Sources:

Columns 1-3: USDOC TradeStats Express

Column 4-7: *CentradeX*

Column 8: *TradeStats Express*

Column 9: *CentradeX*

Column 11-14: *U.S. Census Bureau*

**Total US and California Exports 2001-2004
Selected Categories by four-digit HS Code**

Item	1	2	3	4	5	6	7	8	9	11	12	13	14
	US Exports				CA Exports			US Trade	US % Share of	# of	% of estab-	# of	Shipment
	in \$1,000s	% Change	% Change	in \$1,000s	to US	among	Total CA	Balance	World Market	estab-	lishments	em-	Value
	2004	2001-04	2003-04	2004	Exports	States	Exports	in \$1,000s	2003	2002	with 0-20	ployees	in \$1,000
Total Fruits & Nuts (08)	\$5,368,753	32.4%	12.8%	\$3,590,956	66.9%	1	3.27%	\$188,242	10.6%				
0801 Coconuts	\$16,096	45.3%	16.1%	\$2,860	17.8%	2	0.00%	-\$624,284	0.7%				
0802 Nuts	\$1,878,459	85.6%	28.7%	\$1,689,321	89.9%	1	1.54%	\$1,548,695	36.9%				
0803 Bananas	\$197,088	21.7%	-1.3%	\$34,525	17.5%	2	0.03%	-\$907,996	0.0%				
0804 Dates	\$123,480	50.3%	20.6%	\$39,411	31.9%	1	0.04%	-\$448,755	1.7%				
0805 Citrus Fruit	\$692,317	9.9%	1.8%	\$406,065	58.7%	1	0.37%	\$385,156	13.4%				
0806 Grapes	\$789,277	26.9%	15.3%	\$644,413	81.6%	1	0.59%	\$43,376	12.2%				
0807 Melons & Papayas	\$158,272	12.3%	3.1%	\$41,567	26.3%	2	0.04%	-\$212,053	5.9%				
0808 Apples & Pears	\$507,108	-2.2%	6.9%	\$83,560	16.5%	2	0.08%	\$259,839	9.6%				
0809 Apricots	\$354,270	-1.9%	-6.8%	\$234,627	66.2%	1	0.21%	\$243,491	13.1%				
0810 Fresh Fruit	\$338,437	67.1%	10.0%	\$224,345	66.3%	1	0.20%	-\$46,649	8.2%				
0811 Frozen Fruit & Nuts	\$93,870	5.9%	10.6%	\$28,321	30.2%	1	0.03%	-\$131,169	5.6%				
0812 Preserved Fruit & Nuts	\$4,667	-37.1%	-3.8%	\$876	18.8%	3	0.00%	-\$2,725	2.9%				
0813 Dried Fruit	\$211,676	0.2%	0.2%	\$157,975	74.6%	1	0.14%	\$78,639	23.0%				
0814 Fruit Peel	\$3,734	-26.5%	-4.2%	\$3,089	82.7%	1	0.00%	\$2,676	8.9%				
Total Pharmaceuticals (30)	\$19,506,790	56.0%	22.4%	\$1,983,085	10.2%	3	1.80%	-\$11,818,962	12.2%	312	52.9%	40,676	\$10,604,036
3001 Glands Dry & Extracts	\$450,774	141.1%	22.2%	\$28,451	6.3%	5	0.03%	\$360,601	18.1%				
3002 Human Blood	\$4,469,847	91.3%	25.3%	\$1,194,362	26.7%	2	1.09%	\$1,205,589	28.9%	45	62.2%	4,281	\$1,109,913
3003 Medicines Not in Doses	\$1,239,411	192.7%	16.3%	\$13,122	1.1%	10	0.01%	\$493,874	7.3%	64	71.9%	2,581	\$693,674
3004 Medicines in Doses	\$12,291,415	43.7%	23.5%	\$591,874	4.8%	4	0.54%	-\$13,626,514	10.1%	136	50.7%	26,113	\$7,204,836
3005 Bandages	\$358,825	-5.8%	-6.7%	\$66,340	18.5%	1	0.06%	\$34,081	16.8%				
3006 Other Pharmaceutical Goods	\$696,519	10.8%	16.0%	\$88,936	12.8%	3	0.08%	-\$286,592	12.5%	67	32.8%	7,701	\$1,595,613

	1	2	3	4	5	6	7	8	9	11	12	13	14
				CA's						% of estab-			
	US Exports			CA Exports			to US			# of			
	in \$1,000s			in \$1,000s			Exports			estab-			
Item	2004	% Change	% Change	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002
								US Trade	US % Share of	World Market	with 0-20	em-	Shipment
								Balance	World Market	estab-	employees	ployees	Value
								in \$1,000s	2003	2002	2002	2002	in \$1,000
								2004	2003	2002	2002	2002	2002
Total Plastics (39)	\$33,705,055	25.4%	16.5%	\$2,837,198	8.4%	2	2.58%	\$7,108,640	14.3%	1,572	53.6%	72,555	\$12,706,279
3901 Polymers of Ethylene	\$3,752,818	54.0%	31.9%	\$81,960	2.2%	5	0.07%	\$1,236,883	12.5%				
3902 Polymers of Propylene & Other Olefins	\$2,059,980	54.7%	23.6%	\$172,614	8.4%	2	0.16%	\$1,608,157	12.1%	29	79.3%	579	\$154,877
3903 Polymers of Styrene	\$1,031,184	36.2%	20.0%	\$92,742	9.0%	3	0.08%	\$192,478	8.4%				
3904 Polymers of Vinyl Chloride	\$1,426,821	9.5%	22.0%	\$51,924	3.6%	6	0.05%	\$734,315	14.4%				
3905 Polymers of Vinyl Acetate	\$610,527	40.4%	14.0%	\$11,159	1.8%	10	0.01%	\$438,604	21.2%				
3906 Acrylic Polymers	\$1,036,102	26.8%	22.3%	\$49,802	4.8%	10	0.05%	\$612,968	16.7%				
3907 Polyethers	\$3,693,604	25.3%	19.1%	\$248,892	6.7%	5	0.23%	\$2,194,864	14.5%	65	49.2%	2,339	\$941,927
3908 Polyamides	\$984,948	60.1%	31.5%	\$15,230	1.5%	17	0.01%	\$555,800	13.3%				
3909 Amino-Resins	\$1,052,820	56.6%	15.9%	\$43,203	4.1%	8	0.04%	\$696,172	14.4%				
3910 Silicones	\$649,017	46.2%	12.3%	\$54,086	8.3%	4	0.05%	\$405,365	19.4%				
3911 Petro Resins	\$663,580	34.5%	24.1%	\$32,481	4.9%	7	0.03%	\$482,298	27.4%				
3912 Cellulose & Chemical Derivatives	\$846,155	35.9%	18.4%	\$5,828	0.7%	13	0.01%	\$565,454	27.9%				
3913 Natural Polymers	\$264,876	23.0%	8.7%	\$58,212	22.0%	2	0.05%	\$19,812	24.5%				
3914 Ion-Exchangers Basd on Plastics	\$92,690	-33.2%	13.8%	\$5,253	5.7%	5	0.00%	-\$71,458	9.9%				
3915 Plastic Waste	\$347,043	23.3%	18.2%	\$69,448	20.0%	1	0.06%	\$186,110	16.8%				
3916 Plastic Monofil	\$267,837	53.8%	-5.1%	\$11,958	4.5%	7	0.01%	-\$121,672	4.9%	77	51.9%	4,025	\$663,008
3917 Plastic Tubes	\$1,191,906	27.6%	9.6%	\$224,943	18.9%	1	0.20%	\$346,753	16.3%	48	37.5%	2,548	\$548,766
3918 Plastic Floor Cover & Wall Cover	\$159,070	0.9%	13.6%	\$10,315	6.5%	5	0.01%	-\$277,525	7.2%				
3919 Plastic Self-Adhesive Plates	\$1,343,042	37.6%	13.4%	\$265,247	19.7%	1	0.24%	\$753,764	22.2%				
3920 Non-Adhesive Plastic Plates, Sheets & Film	\$3,230,107	17.3%	12.5%	\$226,318	7.0%	3	0.21%	\$551,818	14.2%	74	56.8%	2,432	\$596,185
3921 Plastic Sheets, Film & Plates	\$1,219,604	30.5%	13.2%	\$113,968	9.3%	2	0.10%	\$151,995	13.8%				
3922 Plastic Baths & Toilet Seats	\$61,061	-2.6%	15.0%	\$9,317	15.3%	1	0.01%	-\$102,391	3.1%				
3923 Plastic Containers	\$3,144,493	19.9%	6.4%	\$328,004	10.4%	2	0.30%	-\$554,028	16.5%	55	32.7%	4,161	\$837,366
3924 Plastic Household Articles	\$567,806	-0.9%	4.6%	\$76,258	13.4%	1	0.07%	-\$1,556,363	6.7%	99	45.5%	4,803	\$1,018,940
3925 Builders Ware of Plastics	\$254,947	22.0%	13.5%	\$14,686	5.8%	4	0.01%	-\$1,061,105	5.1%				
3926 Articles of Plastics	\$3,753,020	-5.2%	10.9%	\$563,349	15.0%	2	0.51%	-\$880,427	15.4%	1,125	55.6%	51,668	\$7,945,210

	1	2	3	4	5	6	7	8	9	11	12	13	14	
	CA's							% of estab-						
	US Exports			CA Exports		% CA	Rank	% of	US Trade	US % Share of	# of	lishments	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	Exports	States	Total CA	Balance	World Market	estab-	with 0-20	em-	Value	
	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002	
Total Industrial Machinery (84)	\$149,068,073	2.7%	14.0%	\$22,655,253	15.2%	2	20.60%	-\$51,617,584	14.2%	3,074	69.6%	125,931	\$37,275,563	
8401 Nuclear Reactors	\$221,899	-17.5%	-4.3%	\$37,084	16.7%	2	0.03%	\$153,245	6.2%					
8402 Steam Generating Boilers	\$156,881	-15.6%	-15.1%	\$11,056	7.0%	5	0.01%	-\$84,158	7.9%	21	61.9%	617	\$108,179	
8403 Central Heat Boilers	\$65,409	-2.3%	37.1%	\$5,105	7.8%	5	0.00%	-\$28,761	1.8%					
8404 Auxiliary Plant Used With Boilers	\$92,633	-15.5%	-39.0%	\$1,862	2.0%	12	0.00%	\$21,249	8.5%					
8405 Producer Gas	\$50,745	-46.4%	-1.6%	\$4,199	8.3%	5	0.00%	\$34,844	20.3%					
8406 Steam Turbines	\$383,018	-21.5%	37.4%	\$12,549	3.3%	8	0.01%	\$48,876	14.1%					
8407 Piston Engines	\$5,182,905	-19.0%	-9.0%	\$63,101	1.2%	10	0.06%	-\$3,991,896	23.4%	31	71.0%	951	\$166,805	
8408 Diesel Engines	\$3,763,809	74.6%	42.4%	\$49,372	1.3%	8	0.04%	\$975,447	14.7%					
8409 Engine Parts	\$4,276,513	4.8%	-0.1%	\$121,832	2.8%	11	0.11%	-\$2,151,578	14.9%					
8410 Hydraulic Turbines	\$21,858	-37.1%	-11.4%	\$3,219	14.7%	1	0.00%	-\$8,485	9.4%					
8411 Aircraft Engines	\$18,824,385	7.4%	21.1%	\$1,236,839	6.6%	7	1.12%	\$9,437,301	43.8%					
8412 Engines & Motors	\$756,752	32.0%	9.1%	\$51,150	6.8%	3	0.05%	-\$347,337	18.8%	35	68.6%	1,722	\$284,588	
8413 Pumps For Liquids	\$3,727,490	11.4%	12.3%	\$330,024	8.9%	2	0.30%	-\$157,545	16.0%	79	55.7%	4,446	\$957,717	
8414 Air & Vacuum Pumps	\$4,187,173	11.1%	17.1%	\$429,485	10.3%	4	0.39%	-\$1,749,037	13.6%	11	36.4%	476	\$61,732	
8415 Air Conditioners	\$2,003,568	-8.6%	-2.1%	\$131,263	6.6%	7	0.12%	-\$669,422	10.7%	91	60.4%	3,633	\$611,506	
8416 Furnace Burners	\$175,439	1.7%	12.6%	\$7,210	4.1%	8	0.01%	\$85,752	12.1%	54	59.3%	3,070	\$487,002	
8417 Industrial & Lab Furnaces	\$204,966	-3.7%	1.7%	\$16,271	7.9%	3	0.01%	\$79,944	13.3%	35	71.4%	639	\$91,605	
8418 Refrigerators & Freezers	\$2,073,415	-1.4%	4.9%	\$122,555	5.9%	4	0.11%	-\$466,102	11.3%					
8419 Water Heaters	\$2,108,763	10.1%	22.7%	\$274,666	13.0%	1	0.25%	\$425,570	16.8%	195	70.8%	5,292	\$1,109,134	
8420 Calendering Machines & Cylinders	\$148,834	1.3%	8.1%	\$5,723	3.8%	2	0.01%	\$78,053	5.5%					
8421 Filters & Centrifuges	\$4,194,199	4.7%	9.3%	\$469,139	11.2%	2	0.43%	\$485,820	19.4%	43	62.8%	911	\$120,212	
8422 Dishwashing & Packaging Machines	\$973,934	6.1%	12.3%	\$76,988	7.9%	3	0.07%	-\$946,866	6.8%	88	71.6%	2,529	\$402,152	
8423 Weighing Machines	\$177,821	-6.3%	2.2%	\$28,383	16.0%	2	0.03%	-\$348,741	6.6%	16	68.8%	285	\$25,805	
8424 Sand Blasting Machines	\$2,009,567	37.0%	34.4%	\$420,305	20.9%	1	0.38%	\$757,402	19.2%					
8425 Pulley Tackle & Hoists	\$252,456	22.6%	22.8%	\$23,568	9.3%	2	0.02%	-\$315,885	12.6%	23	69.6%	507	\$94,766	
8426 Ships Derricks & Cranes	\$393,567	16.6%	9.2%	\$18,695	4.8%	7	0.02%	-\$73,297	6.8%					
8427 Fork-Lift Trucks	\$931,270	1.3%	23.2%	\$39,146	4.2%	9	0.04%	-\$183,904	8.4%	33	57.6%	1,087	\$159,083	
8428 Lifting & Handling Machines	\$897,234	-13.0%	24.7%	\$73,577	8.2%	3	0.07%	-\$1,213,909	11.0%	81	71.6%	1,960	\$366,020	
8429 Heavy Construction Equipment	\$2,830,380	33.6%	21.7%	\$58,130	2.1%	10	0.05%	-\$1,380,502	13.3%	65	75.4%	926	\$161,418	
8430 Moving & Grading Machinery	\$852,593	72.8%	91.6%	\$17,277	2.0%	12	0.02%	\$327,208	18.7%	6	66.7%	110	\$17,189	

	1	2	3	4	5	6	7	8	9	11	12	13	14		
				CA's						% of estab-					
	US Exports			CA Exports			Total CA			US Trade			US % Share of		
	in \$1,000s	% Change	% Change	in \$1,000s	% CA Exports	Rank among States	% of Exports	Balance in \$1,000s	World Market	# of estab-lishments	% of estab-lishments with 0-20 employees	# of em-ployees	Shipment Value in \$1,000		
Item	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002		
8431 Parts For Fork Lifts, Bulldozers & Graders	\$8,704,992	7.6%	16.6%	\$227,045	2.6%	3	0.21%	\$4,115,042	16.4%	27	70.4%	721	\$96,177		
8432 Agricultural Machinery For Soil	\$411,540	34.5%	-1.6%	\$9,531	2.3%	14	0.01%	\$7,746	10.2%	104	76.0%	1,729	\$284,310		
8433 Harvest Machines	\$1,909,491	36.6%	12.0%	\$20,999	1.1%	19	0.02%	\$919,480	21.9%						
8434 Milking Machines & Parts	\$85,749	11.6%	7.9%	\$1,509	1.8%	9	0.00%	\$51,197	6.7%						
8435 Presses For Wine	\$13,581	-32.1%	12.5%	\$1,850	13.6%	2	0.00%	-\$6,493	4.6%						
8436 Agricultural & Poultry Equipment	\$409,430	15.3%	31.3%	\$52,928	12.9%	1	0.05%	-\$44,858	13.7%						
8437 Machines For Cleaning Seed	\$70,392	-9.9%	-19.4%	\$10,366	14.7%	1	0.01%	\$5,005	10.5%						
8438 Food & Drink Preparation Machines	\$537,519	9.0%	9.8%	\$47,414	8.8%	3	0.04%	-\$123,856	8.4%	72	62.5%	1,572	\$232,028		
8439 Machinery For Making Pulp & Paper	\$315,094	-6.7%	18.1%	\$7,435	2.4%	12	0.01%	-\$41,371	6.9%	12	66.7%	197	\$33,890		
8440 Bookbinding Machinery	\$79,371	-0.1%	19.5%	\$15,541	19.6%	2	0.01%	-\$62,658	7.1%						
8441 Mach For Making Up Pulp & Paper	\$326,886	2.7%	-2.5%	\$21,030	6.4%	4	0.02%	-\$168,498	10.2%						
8442 Machinery For Typeset	\$332,002	-6.9%	18.8%	\$36,750	11.1%	2	0.03%	\$138,210	12.6%						
8443 Ink Jet Printers	\$872,560	-13.5%	0.9%	\$63,539	7.3%	4	0.06%	-\$782,440	9.4%	40	67.5%	1,413	\$193,918		
8444 Machines Extruding & Drawing Textiles	\$32,651	45.2%	42.0%	\$728	2.2%	10	0.00%	-\$7,298	2.5%						
8445 Machines For Preparing Fibers & Yarns	\$117,297	-1.2%	-1.2%	\$1,847	1.6%	13	0.00%	\$19,928	1.9%						
8446 Weaving Machines	\$59,763	98.2%	119.0%	\$3,647	6.1%	3	0.00%	\$23,583	1.1%						
8447 Knitting Machines	\$81,924	-2.5%	-21.5%	\$6,917	8.4%	5	0.01%	-\$78,772	2.6%						
8448 Auxiliary Machinery For Textile Machines	\$178,452	-5.9%	12.2%	\$3,894	2.2%	12	0.00%	-\$120,575	2.5%	25	100.0%	113	\$11,113		
8449 Machinery for Finish Nonwovens	\$19,221	-11.9%	26.9%	\$547	2.8%	6	0.00%	-\$54,930	4.5%						
8450 Washing Machines	\$466,131	13.8%	6.6%	\$5,344	1.1%	14	0.00%	-\$140,482	6.9%						
8451 Washers & Dryers	\$429,192	7.7%	11.2%	\$11,606	2.7%	13	0.01%	\$5,609	9.7%						
8452 Sewing Machines	\$209,228	-12.5%	6.5%	\$12,441	5.9%	6	0.01%	-\$380,900	3.9%						
8453 Machinery For Work in Leather	\$18,182	-19.4%	-4.6%	\$5,495	30.2%	1	0.00%	\$1,663	1.4%						
8454 Converters & Ingot Molds	\$199,292	40.3%	60.8%	\$13,432	6.7%	4	0.01%	-\$58,848	5.5%						
8455 Metal-Rolling Mills & Rolls	\$249,278	13.9%	33.7%	\$4,553	1.8%	13	0.00%	\$99,635	8.1%						
8456 Machinery For Material Removal by Laser	\$2,237,453	102.4%	159.9%	\$1,117,544	49.9%	1	1.02%	\$1,739,345	29.4%	30	60.0%	2,469	\$362,630		
8457 Machining Centers - Metal Working	\$269,986	-28.1%	5.8%	\$119,681	44.3%	1	0.11%	-\$577,554	4.8%						
8458 Lathes For Removing Metal	\$181,127	7.7%	23.1%	\$21,554	11.9%	3	0.02%	-\$491,106	4.3%						
8459 Machine Tools For Drilling	\$147,118	-17.1%	-2.6%	\$16,510	11.2%	2	0.02%	-\$120,047	7.7%						
8460 Machine Tools For Honing & Finishing Metal	\$150,909	-13.4%	2.7%	\$21,147	14.0%	1	0.02%	-\$106,305	8.0%						
8461 Machine Tools For Shaping	\$122,377	-32.4%	-6.6%	\$10,306	8.4%	3	0.01%	-\$53,341	9.6%						

	1	2	3	4	5	6	7	8	9	11	12	13	14		
				CA's						% of estab-					
	US Exports			CA Exports			% CA	Rank	% of	US Trade	US % Share of	# of	lishments	# of	Shipment
	in \$1,000s	% Change	% Change	in \$1,000s	Exports	States	Total CA	Balance	World Market	estab-	with 0-20	em-	Value		
Item	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002		
8462 Machine Tools For Forging	\$426,725	1.0%	3.1%	\$34,996	8.2%	5	0.03%	-\$185,683	9.0%	14	64.3%	360	\$53,658		
8463 Machine Tools For Working Metal	\$81,910	-15.2%	4.2%	\$8,272	10.1%	2	0.01%	-\$32,294	7.1%						
8464 Machine Tools For Working Stone	\$784,612	74.8%	111.6%	\$263,380	33.6%	2	0.24%	\$291,804	17.1%						
8465 Machine Tools For Working Wood	\$269,130	-9.0%	20.0%	\$26,234	9.7%	1	0.02%	-\$836,440	4.7%	23	69.6%	475	\$59,762		
8466 Parts For Machine Tools	\$1,848,686	6.8%	10.3%	\$385,049	20.8%	1	0.35%	\$251,377	13.4%	452	86.3%	5,525	\$628,380		
8467 Tools For Working in the Hand	\$1,220,663	101.0%	39.4%	\$76,569	6.3%	5	0.07%	-\$2,143,585	15.7%	14	78.6%	219	\$31,199		
8468 Solder Machines	\$164,272	10.7%	14.5%	\$22,690	13.8%	2	0.02%	\$66,415	14.4%	29	69.0%	900	\$161,271		
8469 Typewriters & Word Processing Machines	\$9,387	-45.4%	28.7%	\$1,720	18.3%	2	0.00%	-\$16,382	7.4%						
8470 Calculating & Account Machines	\$302,274	-45.8%	11.3%	\$90,517	29.9%	1	0.08%	-\$858,190	4.1%						
8471 Computers, Printers & Storage Units	\$24,048,268	-12.2%	11.4%	\$7,274,697	30.3%	1	6.62%	-\$35,659,858	9.9%	443	67.5%	40,445	\$21,828,724		
8472 Office Machines	\$415,045	7.6%	23.9%	\$20,924	5.0%	8	0.02%	-\$2,623,460	5.1%	18	88.9%	134	\$24,601		
8473 Computer & Office Machines Parts	\$18,677,729	-7.4%	1.4%	\$4,765,931	25.5%	1	4.33%	-\$10,688,422	12.5%						
8474 Machinery For Sorting Screening Minerals	\$717,402	16.0%	23.7%	\$21,905	3.1%	10	0.02%	-\$85,208	9.7%						
8475 Machines For Assembling Electronic Tubes	\$491,042	57.8%	94.5%	\$11,516	2.3%	9	0.01%	\$394,395	18.1%						
8476 Automatic Goods- Vending Machines	\$164,493	-28.4%	-6.0%	\$19,085	11.6%	3	0.02%	-\$16,941	16.7%						
8477 Machinery For Working Rubber & Plastics	\$1,112,489	0.3%	15.1%	\$72,720	6.5%	4	0.07%	-\$675,495	7.0%	70	87.1%	842	\$149,122		
8478 Machinery For Tobacco Preparation	\$30,045	-25.7%	-4.5%	\$569	1.9%	9	0.00%	-\$47,577	4.3%						
8479 Mechanical Machinery & Parts	\$7,972,620	-2.7%	28.1%	\$2,838,642	35.6%	1	2.58%	\$4,045,893	17.8%	327	58.1%	21,942	\$5,178,805		
8480 Molding Boxes For Metal Foundry	\$869,960	-1.1%	15.5%	\$80,967	9.3%	3	0.07%	-\$641,382	9.9%	204	78.4%	3,290	\$372,988		
8481 Taps, Cocks & Valves	\$4,072,797	13.9%	11.1%	\$390,980	9.6%	2	0.36%	-\$2,715,517	17.1%	170	55.9%	10,529	\$1,852,006		
8482 Ball & Roller Bearings & Parts	\$1,339,171	27.6%	11.8%	\$56,099	4.2%	9	0.05%	-\$324,757	11.0%						
8483 Transmission Shafts, Bearings & Parts	\$2,138,591	28.7%	17.5%	\$72,310	3.4%	9	0.07%	-\$1,889,141	15.2%	21	61.9%	636	\$85,068		
8484 Gaskets & Similar Joints of Metal Sheeting	\$360,952	24.7%	6.8%	\$29,483	8.2%	5	0.03%	\$47,249	24.4%	72	50.0%	3,259	\$411,000		
8485 Machinery Parts	\$372,144	11.4%	-2.0%	\$57,098	15.3%	1	0.05%	\$226,218	16.8%						

	1	2	3	4	5	6	7	8	9	11	12	13	14		
					CA's					% of estab-					
	US Exports			CA Exports			% CA	Rank	% of	US Trade	US % Share of	# of	lishments	# of	Shipment
	in \$1,000s	% Change	% Change	in \$1,000s	Exports	States	Total CA	Balance	World Market	estab-	with 0-20	em-	Value		
Item	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002		
Total Electrical Machinery (85)	\$124,803,540	1.8%	10.8%	\$27,935,694	22.4%	1	25.40%	-\$60,145,224	12.3%	3,034	55.6%	202,495	\$54,374,864		
8501 Electric Motors & Generators	\$1,950,689	19.8%	20.9%	\$93,238	4.8%	5	0.08%	-\$2,601,560	9.3%	56	62.5%	1,487	\$203,073		
8502 Electric Generating Sets & Rotary Converters	\$1,365,407	-6.5%	6.9%	\$145,340	10.6%	3	0.13%	\$655,108	28.1%						
8503 Parts of Electric Motors	\$1,251,306	-2.7%	21.6%	\$105,954	8.5%	2	0.10%	\$187,187	12.7%						
8504 Transformers, Converters & Power Supplies	\$3,040,786	-19.9%	8.0%	\$547,812	18.0%	2	0.50%	-\$4,343,605	9.3%	514	59.9%	20,013	\$2,800,855		
8505 Electromagnets	\$292,536	2.6%	20.9%	\$19,001	6.5%	2	0.02%	-\$325,116	8.7%						
8506 Primary Cells & Batteries	\$677,735	7.4%	10.0%	\$42,398	6.3%	8	0.04%	\$138,542	13.7%						
8507 Electric Storage Batteries	\$743,571	-16.8%	3.0%	\$100,467	13.5%	1	0.09%	-\$1,140,713	7.3%	20	40.0%	1,591	\$397,961		
8508--electromechanical tools; working in hand; parts	\$0	-100.0%	N/A	\$0	N/A		0.00%	\$0	N/A						
8509 Electromech Domestic Appliances	\$743,471	8.0%	10.4%	\$70,559	9.5%	3	0.06%	-\$1,941,123	6.4%						
8510 Electric Shavers	\$94,089	49.2%	20.8%	\$6,529	6.9%	6	0.01%	-\$479,386	2.9%	14	71.4%	152	\$23,742		
8511 Electric Ignition Equipment	\$1,087,057	4.5%	-0.6%	\$38,428	3.5%	10	0.03%	-\$1,296,704	13.5%						
8512 Electric Light Equipment	\$982,883	6.0%	6.4%	\$31,628	3.2%	8	0.03%	-\$1,065,985	12.5%						
8513 Portable Electric Lamps	\$109,840	-14.7%	-13.6%	\$53,402	48.6%	1	0.05%	-\$204,604	9.9%						
8514 IndustrialElectric Furnaces	\$915,236	19.1%	53.5%	\$202,127	22.1%	2	0.18%	\$553,075	23.6%						
8515 Electric Lasers	\$806,573	17.1%	33.2%	\$132,241	16.4%	1	0.12%	-\$104,228	13.7%						
8516 Electric Water Heaters	\$754,277	21.2%	22.8%	\$135,937	18.0%	1	0.12%	-\$3,951,702	3.1%	15	60.0%	1,288	\$253,284		
8517 Telephone, Fax & Switching Apparatus	\$9,337,578	-14.4%	22.7%	\$1,887,781	20.2%	1	1.72%	-\$5,541,568	12.6%	134	38.1%	16,454	\$12,136,555		
8518 Microphones	\$1,713,046	-18.0%	10.8%	\$446,110	26.0%	1	0.41%	-\$1,398,170	11.3%						
8519 Turntables & Cassette Players	\$359,843	-21.8%	-6.0%	\$78,759	21.9%	2	0.07%	-\$928,420	3.8%						
8520 Tape Recorders	\$200,167	32.6%	39.0%	\$82,158	41.0%	1	0.07%	-\$1,796,471	3.1%						
8521 Video Recording Equipment	\$453,816	48.5%	28.2%	\$185,103	40.8%	1	0.17%	-\$4,534,995	1.3%						
8522 Electric Parts & Accessories	\$139,238	-21.0%	3.8%	\$20,899	15.0%	3	0.02%	-\$244,867	1.8%						
8523 Prepared Unrecorded Sound Media	\$1,618,770	28.7%	20.3%	\$1,017,347	62.8%	1	0.93%	-\$2,162,692	11.2%	59	83.1%	2,548	\$927,910		
8524 Records & Tapes	\$3,376,835	0.2%	5.8%	\$1,096,235	32.5%	1	1.00%	\$1,868,377	18.8%	147	70.7%	5,830	\$843,011		
8525 Cel Phones, Video Recorders & Radio Transcievers	\$6,501,296	-1.2%	28.5%	\$1,063,583	16.4%	3	0.97%	-\$24,651,832	4.0%	281	48.0%	36,549	\$10,467,174		
8526 Radar Apparatus & Navigation	\$1,247,546	2.7%	12.4%	\$192,201	15.4%	1	0.17%	-\$223,880	27.6%						
8527 Reception Apparatus For Radiotelephony	\$1,207,430	-1.7%	12.1%	\$111,437	9.2%	3	0.10%	-\$5,071,361	4.7%						
8528 TV Receivers	\$1,556,790	6.0%	23.1%	\$448,155	28.8%	1	0.41%	-\$14,507,361	2.7%	157	67.5%	5,251	\$964,902		
8529 Television, Radio & Assesory Parts	\$5,356,079	5.3%	6.7%	\$1,377,234	25.7%	1	1.25%	-\$887,955	9.8%						
8530 Electric Signal & Safety Equipment	\$129,604	-9.7%	-21.8%	\$34,540	26.7%	1	0.03%	-\$42,566	9.3%						

	1	2	3	4	5	6	7	8	9	11	12	13	14
				CA's						% of estab-			
	US Exports			CA Exports			Total CA			Shipments			
	in \$1,000s	% Change	% Change	in \$1,000s	to US Exports	Rank among States	% of Exports	US Trade Balance	US % Share of World Market	# of estab-lishments	with 0-20 employees	# of em-ployees	Shipment Value
Item	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002
8531 Electric Sound & Visual Signaling Apparatus	\$1,168,543	6.8%	25.4%	\$204,515	17.5%	1	0.19%	-\$838,000	7.8%	84	60.7%	3,360	\$812,751
8532 Electric Capacitors	\$1,821,086	-3.8%	7.9%	\$360,475	19.8%	2	0.33%	\$532,031	10.0%	24	45.8%	1,678	\$150,587
8533 Electrical Resistors	\$657,805	-13.1%	5.3%	\$192,051	29.2%	2	0.17%	-\$75,188	13.4%	16	25.0%	892	\$96,275
8534 Printed Circuits	\$2,116,799	-10.1%	5.4%	\$375,756	17.8%	2	0.34%	-\$31,248	15.7%	264	61.4%	10,444	\$1,360,327
8535 Switching Equipment, > 1000 V	\$562,201	-16.8%	1.9%	\$140,772	25.0%	1	0.13%	\$251,948	9.5%	10	70.0%	221	\$29,981
8536 Switches, Relays & Fuses < 1000 Volts	\$6,255,129	8.3%	17.9%	\$790,430	12.6%	2	0.72%	-\$80,710	16.5%	286	56.6%	15,388	\$1,959,958
8537 Electrical Switching Boards	\$1,466,890	11.7%	6.2%	\$133,338	9.1%	3	0.12%	-\$1,915,144	13.7%	56	57.1%	2,202	\$388,198
8538 Parts For Electric Equipment	\$2,422,268	49.2%	23.2%	\$288,048	11.9%	2	0.26%	\$615,107	14.0%				
8539 Electric Filament & Discharge Lamps	\$790,940	2.1%	10.5%	\$83,914	10.6%	2	0.08%	-\$1,024,332	8.4%				
8540 Electronic Tubes	\$1,352,392	-46.4%	-16.1%	\$660,390	48.8%	1	0.60%	\$480,380	10.9%	23	56.5%	2,156	\$347,359
8541 Transister & Semiconductor Devices	\$5,010,256	7.2%	18.5%	\$2,131,319	42.5%	1	1.94%	\$1,113,087	10.3%				
8542 Electronic Integrated Circuits	\$42,911,346	6.1%	2.3%	\$11,310,400	26.4%	1	10.29%	\$20,057,650	20.1%	596	46.0%	60,193	\$17,102,608
8543 Specialized Electrical Machinery & Parts	\$4,042,284	95.7%	54.1%	\$852,930	21.1%	2	0.78%	\$815,922	22.1%	184	58.7%	9,941	\$1,809,076
8544 Insulated Wire & Cable	\$4,762,582	-7.5%	12.4%	\$359,783	7.6%	2	0.33%	-\$4,733,562	12.3%	64	48.4%	3,555	\$868,657
8545 Carbon Electrodes & Brushes	\$189,312	-28.0%	3.4%	\$16,660	8.8%	4	0.02%	-\$60,926	10.8%	13	69.2%	297	\$101,525
8546 Electrical Insulators of Any Material	\$256,902	-4.9%	17.2%	\$59,973	23.3%	1	0.05%	\$113,267	18.5%				
8547 Insulating Fittings For Assembly	\$207,805	-15.8%	-10.8%	\$14,989	7.2%	2	0.01%	\$106,820	19.7%	17	52.9%	1,005	\$329,095
8548 Battery Waste	\$795,506	-21.5%	10.4%	\$193,346	24.3%	1	0.18%	\$572,247	15.4%				

	1	2	3	4	5	6	7	8	9	11	12	13	14	
					CA's					% of estab-				
	US Exports			CA Exports		% CA	Rank	% of	US Trade	US % Share of	# of	lishments	# of	Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	Exports	States	Total CA	Balance	World Market	estab-	with 0-20	em-	Value	
	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002	
Total Motor Vehicles & Parts (87)	\$73,308,998	24.8%	12.5%	\$3,266,721	4.5%	7	2.97%	-\$117,940,556	9.3%	1,065	66.0%	48,477	\$10,449,246	
8701 Semi Trucks & Tractors	\$3,378,873	71.0%	24.6%	\$20,711	0.6%	17	0.02%	-\$1,452,517	11.8%					
8702 Vans & Buses	\$526,625	99.5%	48.2%	\$7,254	1.4%	12	0.01%	-\$399,673	5.0%					
8703 Passenger Vehicles	\$25,163,128	37.0%	10.5%	\$1,556,075	6.2%	6	1.42%	-\$97,605,663	5.6%	28	75.0%	6,068	\$3,088,728	
8704 Trucks	\$8,713,045	54.0%	19.6%	\$198,167	2.3%	11	0.18%	-\$8,583,731	12.0%	10	60.0%	1,065	\$485,019	
8705 Special Purpose Motor Vehicles	\$610,759	46.1%	4.1%	\$20,808	3.4%	8	0.02%	\$383,740	13.6%					
8706 Chassis with Engines	\$276,341	-36.5%	-38.9%	\$31,876	11.5%	4	0.03%	\$265,176	14.9%					
8707 Vehicle Bodies	\$209,645	21.6%	28.0%	\$21,052	10.0%	3	0.02%	-\$432,657	2.9%	110	64.5%	2,515	\$369,463	
8708 Motor Vehicle Parts	\$30,520,347	6.9%	10.1%	\$924,613	3.0%	8	0.84%	-\$6,787,127	16.3%	682	66.7%	27,807	\$4,559,820	
8709 Work Trucks	\$187,973	-11.2%	84.1%	\$6,798	3.6%	9	0.01%	\$17,008	15.7%					
8710 Tanks & Armored Vehicles	\$746,004	19.8%	16.6%	\$79,576	10.7%	4	0.07%	\$462,115	21.5%					
8711 Motorcycles	\$808,879	28.6%	6.5%	\$59,129	7.3%	3	0.05%	-\$2,310,374	8.3%	133	74.4%	3,607	\$563,656	
8712 Bicycles	\$82,207	32.0%	22.3%	\$20,596	25.1%	2	0.02%	-\$805,030	2.3%					
8713 Wheel Chairs	\$68,879	26.8%	15.2%	\$18,757	27.2%	2	0.02%	-\$159,077	8.9%					
8714 Cycle Parts & Accessories	\$427,120	17.5%	3.6%	\$122,673	28.7%	1	0.11%	-\$713,050	4.9%					
8715 Baby Carriages & Parts	\$9,634	-66.4%	-12.6%	\$1,713	17.8%	2	0.00%	-\$150,859	0.7%					
8716 Trailers	\$1,579,539	69.4%	44.9%	\$176,923	11.2%	2	0.16%	\$331,161	12.7%	102	50.0%	7,415	\$1,382,560	
Total Aircraft (88)	\$42,122,384	-5.8%	6.2%	\$7,811,436	18.5%	2	7.10%	\$25,626,501	39.5%	215	48.8%	57,253	\$11,322,599	
8801 Balloons & Dirigibles	\$10,355	-17.7%	-4.1%	\$1,834	17.7%	2	0.00%	\$2,426	17.4%					
8802 Aircraft	\$26,125,463	-7.4%	6.9%	\$3,655,138	14.0%	2	3.32%	\$14,439,506	42.7%	36	41.7%	32,686	\$5,737,906	
8803 Aircraft Parts	\$15,678,939	-3.3%	5.3%	\$4,126,688	26.3%	1	3.75%	\$11,029,109	34.4%	179	50.3%	24,567	\$5,584,693	
8804 Parachutes	\$27,280	61.8%	-14.2%	\$4,193	15.4%	2	0.00%	\$12,739	21.3%					
8805 Aircraft Launch Gear	\$280,347	15.6%	-6.3%	\$23,583	8.4%	5	0.02%	\$142,721	30.6%					

	1	2	3	4	5	6	7	8	9	11	12	13	14		
				CA's						% of estab-					
	US Exports			CA Exports			% CA	Rank	% of	US Trade	US % Share of	# of	lishments	# of	Shipment
	in \$1,000s	% Change	% Change	in \$1,000s	Exports	States	Total CA	Balance	World Market	estab-	with 0-20	em-	Value		
Item	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002		
Total Precision Instruments (90)	\$51,160,176	15.7%	16.2%	\$12,035,924	23.5%	1	10.94%	\$6,619,512	21.5%	3,076	72.0%	153,658	\$35,005,299		
9001 Optical Lenses & Fibers	\$2,029,983	-20.8%	14.2%	\$275,280	13.6%	2	0.25%	\$951,984	19.7%	182	62.6%	7,538	\$1,419,657		
9002 Optical Elements	\$424,887	34.8%	32.9%	\$100,581	23.7%	2	0.09%	-\$378,659	8.6%						
9003 Frames For Spectacles	\$129,308	42.2%	10.6%	\$49,500	38.3%	1	0.05%	-\$558,060	2.1%						
9004 Spectacles	\$260,674	-1.0%	-1.6%	\$86,582	33.2%	1	0.08%	-\$699,937	6.2%						
9005 Optical Telescopes	\$166,175	20.2%	-1.3%	\$49,333	29.7%	1	0.04%	-\$115,570	13.9%						
9006 Photographic Still Cameras	\$524,818	-6.8%	29.0%	\$80,208	15.3%	3	0.07%	-\$602,030	3.9%						
9007 Cinematographic Cameras & Projectors	\$127,965	6.3%	16.4%	\$53,586	41.9%	1	0.05%	\$68,921	15.2%						
9008 Image Projectors	\$62,778	-48.5%	-8.0%	\$21,113	33.6%	1	0.02%	-\$2,983	14.0%						
9009 Photocopy Apparatus	\$495,028	-44.0%	15.0%	\$85,567	17.3%	3	0.08%	-\$10,658	3.8%						
9010 Apparatus For Photo Labs	\$538,592	41.3%	38.7%	\$129,333	24.0%	2	0.12%	-\$1,014,492	7.1%	77	74.0%	3,246	\$955,687		
9011 Compound Optical Microscopes	\$92,167	22.3%	36.9%	\$16,833	18.3%	2	0.02%	-\$163,752	7.2%						
9012 Microscopes	\$151,917	5.7%	-0.9%	\$60,505	39.8%	1	0.06%	-\$9,618	17.7%						
9013 Liquid Crystal Devices	\$1,829,191	5.5%	21.6%	\$1,102,612	60.3%	1	1.00%	\$572,773	8.3%						
9014 Compasses & Navigation Instruments	\$1,440,908	6.9%	8.8%	\$189,241	13.1%	2	0.17%	\$584,099	36.8%	124	49.2%	25,012	\$6,667,523		
9015 Survey Instruments	\$947,392	19.5%	7.0%	\$123,698	13.1%	2	0.11%	\$283,068	27.1%	135	63.7%	4,786	\$918,534		
9016 Balances	\$10,768	-23.9%	-4.8%	\$518	4.8%	7	0.00%	-\$29,468	6.3%						
9017 Drawing Instruments	\$441,692	6.6%	12.5%	\$75,371	17.1%	3	0.07%	\$177,406	11.0%						
9018 Medical, Dental & Vet Instruments	\$12,309,448	21.0%	12.0%	\$2,091,887	17.0%	1	1.90%	\$1,359,458	27.9%	1,507	81.4%	46,457	\$9,329,574		
9019 Testing Instruments	\$710,704	25.5%	10.5%	\$233,570	32.9%	1	0.21%	-\$414,548	18.5%						
9020 Breathing Appliances & Gas Masks	\$160,914	28.5%	5.2%	\$30,171	18.7%	1	0.03%	\$66,882	25.3%						
9021 Orthopedic Appliances	\$4,531,246	54.2%	10.6%	\$874,730	19.3%	2	0.80%	\$372,182	28.7%	427	68.4%	22,336	\$5,308,207		
9022 X-Ray Apparatus	\$2,408,847	24.3%	8.5%	\$626,404	26.0%	1	0.57%	-\$294,629	22.9%	33	48.5%	4,880	\$1,471,739		
9023 Demonstrational Instruments & Parts	\$284,987	-19.4%	10.1%	\$84,258	29.6%	1	0.08%	\$60,131	16.2%						
9024 Machines For Testing Material	\$572,487	-2.0%	-0.1%	\$56,446	9.9%	3	0.05%	\$469,428	28.5%						
9025 Hydrometers & Thermometers	\$214,631	17.0%	18.1%	\$23,961	11.2%	2	0.02%	-\$176,243	14.5%						

	1	2	3	4	5	6	7	8	9	11	12	13	14
				CA's						% of estab-			
	US Exports			CA Exports			Total CA			US % Share of			Shipment
Item	in \$1,000s	% Change	% Change	in \$1,000s	to US Exports	Rank among States	% of Exports	Balance in \$1,000s	World Market	# of estab-lishments	with 0-20 employees	# of em-ployees	Value in \$1,000
	2004	2001-04	2003-04	2004	2004	2004	2004	2004	2003	2002	2002	2002	2002
9026 Instruments for Measure & Check Flow	\$1,628,837	22.0%	17.3%	\$181,286	11.1%	2	0.16%	\$207,930	24.4%	172	65.1%	5,255	\$923,340
9027 Instruments For Physical or Chemical Analysis	\$4,376,400	22.7%	16.9%	\$1,145,519	26.2%	1	1.04%	\$1,504,087	30.9%	121	62.8%	11,111	\$3,591,025
9028 Gas, Water, Electric Meters	\$267,847	-14.1%	-6.2%	\$12,501	4.7%	7	0.01%	-\$10,467	12.0%	34	67.6%	1,300	\$172,675
9029 Revolution & Production Count Meters	\$385,701	-2.3%	-16.6%	\$8,436	2.2%	9	0.01%	-\$753,125	11.9%				
9030 Oscilloscopes & Electrical Measuring Instruments	\$5,830,595	6.5%	30.9%	\$1,986,837	34.1%	1	1.81%	\$3,594,619	34.2%	217	56.7%	20,261	\$3,728,871
9031 Measuring or Checking Instruments	\$4,197,566	41.0%	52.5%	\$1,927,459	45.9%	1	1.75%	\$1,831,576	27.3%				
9032 Automatic Regulating & Control Instruments	\$3,095,425	1.4%	4.8%	\$211,506	6.8%	3	0.19%	-\$706,650	21.4%	47	63.8%	1,476	\$518,467
9033 Parts For Machines & Instruments	\$510,297	77.4%	5.4%	\$41,092	8.1%	2	0.04%	\$455,859	22.1%				

Sources:

Columns 1-3: USDOC TradeStats Express

Column 4-7: CentradeX

Column 8: TradeStats Express

Column 9: CentradeX

Column 11-14: U.S. Census Bureau

Top 25 U.S. Export Markets for [Product]- HS _____
In Rank Order by Value, 2012

Country	2009	2010	2011	2012	% Change 2009-12	% Change 2011-12	% Share 2012
	<i>In 1,000 Dollars</i>						
Canada	\$ 2,253	\$ 2,631	\$ 2,336	\$ 2,500	11.0%	7.0%	10.64%
China	\$ 87	\$ 1,113	\$ 1,100	\$ 2,100	2313.8%	90.9%	7.19%
Japan	\$ 1,598	\$ 1,650	\$ 1,768	\$ 1,800	12.6%	1.8%	7.18%
Germany	\$ 1,655	\$ 1,647	\$ 1,754	\$ 1,800	8.8%	2.6%	5.91%
United Kingdom	\$ 1,498	\$ 1,600	\$ 1,706	\$ 1,800	20.2%	5.5%	5.61%
Australia	\$ 1,684	\$ 1,675	\$ 1,641	\$ 1,700	1.0%	3.6%	4.08%
Korea	\$ 1,250	\$ 1,300	\$ 1,350	\$ 1,500	20.0%	11.1%	4.03%
India	\$ 525	\$ 730	\$ 1,277	\$ 1,400	166.7%	9.6%	3.72%
Taiwan	\$ 759	\$ 806	\$ 1,040	\$ 1,400	84.5%	34.6%	3.65%
Turkey	\$ 1,199	\$ 995	\$ 1,046	\$ 1,350	12.6%	29.1%	3.59%
Italy	\$ 1,240	\$ 1,247	\$ 1,356	\$ 1,300	4.8%	-4.1%	3.33%
Netherlands	\$ 1,151	\$ 1,234	\$ 1,253	\$ 1,286	11.7%	2.6%	3.21%
Vietnam	\$ 200	\$ 813	\$ 890	\$ 1,036	418.0%	16.4%	2.80%
Ireland	\$ 847	\$ 895	\$ 850	\$ 848	0.1%	-0.2%	2.50%
New Zealand	\$ 770	\$ 794	\$ 822	\$ 845	9.7%	2.8%	2.24%
Jamaica	\$ 350	\$ 388	\$ 785	\$ 718	105.1%	-8.5%	2.22%
Spain	\$ 853	\$ 949	\$ 876	\$ 642	-24.7%	-26.7%	2.17%
Thailand	\$ 555	\$ 570	\$ 549	\$ 600	8.1%	9.3%	2.13%
Lithuania	\$ 229	\$ 323	\$ 512	\$ 498	117.5%	-2.7%	1.95%
Egypt	\$ 120	\$ 205	\$ 575	\$ 439	265.8%	-23.7%	1.64%
Jordan	\$ 415	\$ 383	\$ 414	\$ 382	-8.0%	-7.7%	1.42%
Venezuela	\$ 419	\$ 677	\$ 800	\$ 300	-28.4%	-62.5%	1.39%
Malaysia	\$ 281	\$ 288	\$ 329	\$ 249	-11.4%	-24.3%	1.06%
Liberia	\$ 53	\$ 60	\$ 75	\$ 55	3.8%	-26.7%	1.02%
Sri Lanka	\$ 41	\$ 32	\$ 30	\$ 35	-14.6%	16.7%	0.84%
Top-25 Sub-Total:	\$ 20,032	\$ 23,005	\$ 25,134	\$ 26,583	32.7%	5.8%	85.51%
Sub-Total: Other:	\$ 9,739	\$ 6,206	\$ 4,090	\$ 4,007	-58.9%	-2.0%	14.49%
Total	\$ 29,771	\$ 29,211	\$ 29,224	\$ 30,590	2.8%	4.7%	100.00%

Source: U.S. Census Bureau

**Top 25 U.S. Export Markets for [Product]- HS
In Rank Order by % Change, 2009-12, 2012**

Country	2009	2010	2011	2012	% Change 2009-12	% Change 2011-12	% Share 2012
	<i>In 1,000 Dollars</i>						
China	\$ 87	\$ 1,113	\$ 1,100	\$ 2,100	2313.8%	90.9%	3.33%
Vietnam	\$ 200	\$ 813	\$ 890	\$ 1,036	418.0%	16.4%	1.39%
Egypt	\$ 120	\$ 205	\$ 575	\$ 439	265.8%	-23.7%	2.13%
India	\$ 525	\$ 730	\$ 1,277	\$ 1,400	166.7%	9.6%	3.72%
Lithuania	\$ 229	\$ 323	\$ 512	\$ 498	117.5%	-2.7%	7.19%
Jamaica	\$ 350	\$ 388	\$ 785	\$ 718	105.1%	-8.5%	10.64%
Taiwan	\$ 759	\$ 806	\$ 1,040	\$ 1,400	84.5%	34.6%	1.95%
United Kingdom	\$ 1,498	\$ 1,600	\$ 1,706	\$ 1,800	20.2%	5.5%	2.50%
Korea	\$ 1,250	\$ 1,300	\$ 1,350	\$ 1,500	20.0%	11.1%	7.18%
Japan	\$ 1,598	\$ 1,650	\$ 1,768	\$ 1,800	12.6%	1.8%	2.80%
Turkey	\$ 1,199	\$ 995	\$ 1,046	\$ 1,350	12.6%	29.1%	5.61%
Netherlands	\$ 1,151	\$ 1,234	\$ 1,253	\$ 1,286	11.7%	2.6%	2.17%
Canada	\$ 2,253	\$ 2,631	\$ 2,336	\$ 2,500	11.0%	7.0%	2.24%
New Zealand	\$ 770	\$ 794	\$ 822	\$ 845	9.7%	2.8%	3.21%
Germany	\$ 1,655	\$ 1,647	\$ 1,754	\$ 1,800	8.8%	2.6%	5.91%
Thailand	\$ 555	\$ 570	\$ 549	\$ 600	8.1%	9.3%	3.65%
Italy	\$ 1,240	\$ 1,247	\$ 1,356	\$ 1,300	4.8%	-4.1%	1.64%
Liberia	\$ 53	\$ 60	\$ 75	\$ 55	3.8%	-26.7%	4.08%
Australia	\$ 1,684	\$ 1,675	\$ 1,641	\$ 1,700	1.0%	3.6%	4.03%
Ireland	\$ 847	\$ 895	\$ 850	\$ 848	0.1%	-0.2%	1.42%
Jordan	\$ 415	\$ 383	\$ 414	\$ 382	-8.0%	-7.7%	2.22%
Malaysia	\$ 281	\$ 288	\$ 329	\$ 249	-11.4%	-24.3%	1.06%
Sri Lanka	\$ 41	\$ 32	\$ 30	\$ 35	-14.6%	16.7%	1.02%
Spain	\$ 853	\$ 949	\$ 876	\$ 642	-24.7%	-26.7%	0.84%
Venezuela	\$ 419	\$ 677	\$ 800	\$ 300	-28.4%	-62.5%	3.59%
Top-25 Sub-Total:	\$ 20,032	\$ 23,005	\$ 25,134	\$ 26,583	32.7%	5.8%	85.51%
Sub-Total: Other:	\$ 9,739	\$ 6,206	\$ 4,090	\$ 4,007	-58.9%	-2.0%	14.49%
Total	\$ 29,771	\$ 29,211	\$ 29,224	\$ 30,590	2.8%	4.7%	100.00%

Source: U.S. Census Bureau

**Top 25 U.S. Export Markets for [Product]- HS
In Rank Order by % Change, 2011-12**

Country	2009	2010	2011	2012	% Change 2009-12	% Change 2011-12	% Share 2012
	<i>In 1,000 Dollars</i>						
China	\$ 87	\$ 1,113	\$ 1,100	\$ 2,100	2313.8%	90.9%	3.33%
Taiwan	\$ 759	\$ 806	\$ 1,040	\$ 1,400	84.5%	34.6%	1.95%
Turkey	\$ 1,199	\$ 995	\$ 1,046	\$ 1,350	12.6%	29.1%	5.61%
Sri Lanka	\$ 41	\$ 32	\$ 30	\$ 35	-14.6%	16.7%	1.02%
Vietnam	\$ 200	\$ 813	\$ 890	\$ 1,036	418.0%	16.4%	1.39%
Korea	\$ 1,250	\$ 1,300	\$ 1,350	\$ 1,500	20.0%	11.1%	7.18%
India	\$ 525	\$ 730	\$ 1,277	\$ 1,400	166.7%	9.6%	3.72%
Thailand	\$ 555	\$ 570	\$ 549	\$ 600	8.1%	9.3%	3.65%
Canada	\$ 2,253	\$ 2,631	\$ 2,336	\$ 2,500	11.0%	7.0%	2.24%
United Kingdom	\$ 1,498	\$ 1,600	\$ 1,706	\$ 1,800	20.2%	5.5%	2.50%
Australia	\$ 1,684	\$ 1,675	\$ 1,641	\$ 1,700	1.0%	3.6%	4.03%
New Zealand	\$ 770	\$ 794	\$ 822	\$ 845	9.7%	2.8%	3.21%
Netherlands	\$ 1,151	\$ 1,234	\$ 1,253	\$ 1,286	11.7%	2.6%	2.17%
Germany	\$ 1,655	\$ 1,647	\$ 1,754	\$ 1,800	8.8%	2.6%	5.91%
Japan	\$ 1,598	\$ 1,650	\$ 1,768	\$ 1,800	12.6%	1.8%	2.80%
Ireland	\$ 847	\$ 895	\$ 850	\$ 848	0.1%	-0.2%	1.42%
Lithuania	\$ 229	\$ 323	\$ 512	\$ 498	117.5%	-2.7%	7.19%
Italy	\$ 1,240	\$ 1,247	\$ 1,356	\$ 1,300	4.8%	-4.1%	1.64%
Jordan	\$ 415	\$ 383	\$ 414	\$ 382	-8.0%	-7.7%	2.22%
Jamaica	\$ 350	\$ 388	\$ 785	\$ 718	105.1%	-8.5%	10.64%
Egypt	\$ 120	\$ 205	\$ 575	\$ 439	265.8%	-23.7%	2.13%
Malaysia	\$ 281	\$ 288	\$ 329	\$ 249	-11.4%	-24.3%	1.06%
Liberia	\$ 53	\$ 60	\$ 75	\$ 55	3.8%	-26.7%	4.08%
Spain	\$ 853	\$ 949	\$ 876	\$ 642	-24.7%	-26.7%	0.84%
Venezuela	\$ 419	\$ 677	\$ 800	\$ 300	-28.4%	-62.5%	3.59%
Top-25 Sub-Total:	20,032	23,005	25,134	26,583	32.7%	5.8%	85.51%
Sub-Total: Other:	9,739	6,206	4,090	4,007	-58.9%	-2.0%	14.49%
Total	29,771	\$ 29,211	\$ 29,224	\$ 30,590	2.8%	4.7%	100.00%

Source: U.S. Census Bureau

**Top 25 World Importers of [Product]- HS _____
In Rank Order by Value, 2012**

US\$1,000

Importers	2010	2011	2012	% Change 2010-12	% Change 2011-12	% Share 2012
Viet Nam	\$1,800	\$3,416	\$57,275	3081.9%	1576.7%	9.40%
United Kingdom	\$44,121	\$47,985	\$55,572	26.0%	15.8%	9.10%
Italy	\$39,402	\$28,608	\$42,172	7.0%	47.4%	6.90%
USA	\$25,299	\$26,055	\$40,334	59.4%	54.8%	6.60%
France	\$51,638	\$43,467	\$39,478	-23.5%	-9.2%	6.50%
Netherlands	\$26,048	\$30,467	\$29,170	12.0%	-4.3%	4.80%
Spain	\$31,699	\$20,723	\$21,972	-30.7%	6.0%	3.60%
Venezuela	\$20,176	\$6,924	\$20,017	-0.8%	189.1%	3.30%
Portugal	\$24,374	\$9,702	\$19,349	-20.6%	99.4%	3.20%
Belgium	\$23,013	\$21,182	\$17,672	-23.2%	-16.6%	2.90%
Austria	\$8,180	\$11,601	\$16,261	98.8%	40.2%	2.70%
Iran	\$ 500.00	\$ 400.00	\$300	-40.0%	-25.0%	2.40%
Germany	\$15,218	\$15,494	\$13,396	-12.0%	-13.5%	2.20%
Japan	\$15,673	\$12,665	\$13,386	-14.6%	5.7%	2.20%
China	\$6,241	\$6,857	\$12,726	103.9%	85.6%	2.10%
Ecuador	\$6,868	\$8,374	\$11,219	63.4%	34.0%	1.80%
Ireland	\$7,967	\$7,137	\$10,340	29.8%	44.9%	1.70%
Bangladesh	\$4,539	\$4,030	\$9,486	109.0%	135.4%	1.60%
India	\$7,757	\$8,490	\$8,253	6.4%	-2.8%	1.40%
Hungary	\$2,304	\$3,823	\$8,043	249.1%	110.4%	1.30%
Morocco	\$6,474	\$7,425	\$7,796	20.4%	5.0%	1.30%
Brazil	\$3,713	\$4,546	\$6,197	66.9%	36.3%	1.00%
Thailand	\$1,471	\$951	\$6,113	315.6%	542.8%	1.00%
Malaysia	\$5,710	\$5,673	\$6,057	6.1%	6.8%	1.00%
Dominican Republic	\$5,305	\$5,328	\$5,972	12.6%	12.1%	1.00%
Top-25 Sub-Total	\$385,490	\$341,323	\$478,556	24.1%	40.2%	84.90%
Other Sub-Total	\$122,307	\$106,316	\$130,583	6.8%	22.8%	15.10%
World Total	\$507,797	\$447,639	\$609,139	20.0%	36.1%	100.00%

Source: UN COMTRADE

Top 25 World Importers of [Product]- HS _____
In Rank Order by % Change, 2010-12

US\$1,000

Importers	2010	2011	2012	% Change 2010-12	% Change 2011-12	% Share 2012
Viet Nam	\$1,800	\$3,416	\$57,275	3081.9%	1576.7%	9.40%
Thailand	\$1,471	\$951	\$6,113	315.6%	542.8%	1.00%
Hungary	\$2,304	\$3,823	\$8,043	249.1%	110.4%	1.30%
Bangladesh	\$4,539	\$4,030	\$9,486	109.0%	135.4%	1.60%
China	\$6,241	\$6,857	\$12,726	103.9%	85.6%	2.10%
Austria	\$8,180	\$11,601	\$16,261	98.8%	40.2%	2.70%
Brazil	\$3,713	\$4,546	\$6,197	66.9%	36.3%	1.00%
Ecuador	\$6,868	\$8,374	\$11,219	63.4%	34.0%	1.80%
USA	\$25,299	\$26,055	\$40,334	59.4%	54.8%	6.60%
Ireland	\$7,967	\$7,137	\$10,340	29.8%	44.9%	1.70%
United Kingdom	\$44,121	\$47,985	\$55,572	26.0%	15.8%	9.10%
Morocco	\$6,474	\$7,425	\$7,796	20.4%	5.0%	1.30%
Dominican Republic	\$5,305	\$5,328	\$5,972	12.6%	12.1%	1.00%
Netherlands	\$26,048	\$30,467	\$29,170	12.0%	-4.3%	4.80%
Italy	\$39,402	\$28,608	\$42,172	7.0%	47.4%	6.90%
India	\$7,757	\$8,490	\$8,253	6.4%	-2.8%	1.40%
Malaysia	\$5,710	\$5,673	\$6,057	6.1%	6.8%	1.00%
Venezuela	\$20,176	\$6,924	\$20,017	-0.8%	189.1%	3.30%
Germany	\$15,218	\$15,494	\$13,396	-12.0%	-13.5%	2.20%
Japan	\$15,673	\$12,665	\$13,386	-14.6%	5.7%	2.20%
Portugal	\$24,374	\$9,702	\$19,349	-20.6%	99.4%	3.20%
Belgium	\$23,013	\$21,182	\$17,672	-23.2%	-16.6%	2.90%
France	\$51,638	\$43,467	\$39,478	-23.5%	-9.2%	6.50%
Spain	\$31,699	\$20,723	\$21,972	-30.7%	6.0%	3.60%
Iran	\$ 500.00	\$ 400.00	\$ 300.00	-40.0%	-25.0%	2.40%
Top-25 Sub-Total	\$385,490	\$341,323	\$478,556	24.1%	40.2%	84.90%
Other Sub-Total	\$122,307	\$106,316	\$130,583	6.8%	22.8%	15.10%
World Total	\$507,797	\$447,639	\$609,139	20.0%	36.1%	100.00%

Source: UN COMTRADE

**Top 25 World Importers of [Product]- HS _____
In Rank Order by % Change, 2011-12**

US\$1,000

Importers	2010	2011	2012	% Change 2010-12	% Change 2011-12	% Share 2012
Iran	500	400	\$300			2.40%
Viet Nam	\$1,800	\$3,416	\$57,275	3081.9%	1576.7%	9.40%
Thailand	\$1,471	\$951	\$6,113	315.6%	542.8%	1.00%
Venezuela	\$20,176	\$6,924	\$20,017	-0.8%	189.1%	3.30%
Bangladesh	\$4,539	\$4,030	\$9,486	109.0%	135.4%	1.60%
Hungary	\$2,304	\$3,823	\$8,043	249.1%	110.4%	1.30%
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Italy	\$39,402	\$28,608	\$42,172	7.0%	47.4%	6.90%
Ireland	\$7,967	\$7,137	\$10,340	29.8%	44.9%	1.70%
Austria	\$8,180	\$11,601	\$16,261	98.8%	40.2%	2.70%
Brazil	\$3,713	\$4,546	\$6,197	66.9%	36.3%	1.00%
Ecuador	\$6,868	\$8,374	\$11,219	63.4%	34.0%	1.80%
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Dominican Republic	\$5,305	\$5,328	\$5,972	12.6%	12.1%	1.00%
Malaysia	\$5,710	\$5,673	\$6,057	6.1%	6.8%	1.00%
Spain	\$31,699	\$20,723	\$21,972	-30.7%	6.0%	3.60%
Japan	\$15,673	\$12,665	\$13,386	-14.6%	5.7%	2.20%
Morocco	\$6,474	\$7,425	\$7,796	20.4%	5.0%	1.30%
India	\$7,757	\$8,490	\$8,253	6.4%	-2.8%	1.40%
Netherlands	\$26,048	\$30,467	\$29,170	12.0%	-4.3%	4.80%
France	\$51,638	\$43,467	\$39,478	-23.5%	-9.2%	6.50%
Germany	\$15,218	\$15,494	\$13,396	-12.0%	-13.5%	2.20%
Belgium	\$23,013	\$21,182	\$17,672	-23.2%	-16.6%	2.90%
Top-25 Sub-Total	\$385,490	\$341,323	\$478,556	27.4%	44.3%	84.90%
Other Sub-Total	\$122,307	\$106,316	\$130,583	-9.7%	3.2%	15.10%
World Total	\$507,797	\$447,639	\$609,139	20.0%	36.1%	100.00%

Source: UN COMTRADE

**Top 25 World Exporters of [Product]- HS _____
In Rank Order by Value, 2012**

US\$1,000

Exporters	2010	2011	2012	% Change 2010-12	% Change 2011-12	% Share 2012
Italy	\$96,198	\$137,012	\$165,458	72.0%	20.8%	26.10%
Netherlands	\$90,749	\$93,374	\$101,987	12.4%	9.2%	16.10%
Belgium	\$61,702	\$58,273	\$63,497	2.9%	9.0%	10.00%
China	\$43,457	\$23,464	\$34,921	-19.6%	48.8%	5.50%
Ecuador	\$1,609	\$1,700	\$1,800	11.9%	5.9%	3.60%
USA	\$29,771	\$19,211	\$22,224	-25.4%	15.7%	3.50%
Canada	\$19,253	\$22,657	\$22,002	14.3%	-2.9%	3.50%
Spain	\$19,975	\$18,068	\$21,961	9.9%	21.5%	3.50%
Germany	\$16,361	\$13,624	\$21,365	30.6%	56.8%	3.40%
Austria	\$13,589	\$15,267	\$19,093	40.5%	25.1%	3.00%
France	\$20,678	\$19,062	\$18,990	-8.2%	-0.4%	3.00%
Ireland	\$11,758	\$12,801	\$11,435	-2.7%	-10.7%	1.80%
Mexico	\$8,238	\$7,451	\$10,357	25.7%	39.0%	1.60%
Malaysia	\$3,868	\$2,864	\$9,480	145.1%	231.0%	1.50%
Peru	\$4,996	\$6,706	\$8,333	66.8%	24.3%	1.30%
Norway	\$7,269	\$6,238	\$6,835	-6.0%	9.6%	1.10%
United Kingdom	\$9,438	\$4,613	\$6,489	-31.2%	40.7%	1.00%
Thailand	\$4,371	\$5,129	\$4,824	10.4%	-5.9%	0.80%
Russia	\$825	\$2,439	\$4,811	483.2%	97.3%	0.80%
Viet Nam	\$510	\$4,836	\$800	56.9%	-83.5%	0.70%
Japan	\$3,466	\$3,261	\$4,204	21.3%	28.9%	0.70%
Portugal	\$2,132	\$3,283	\$3,533	65.7%	7.6%	0.60%
Indonesia	\$15,077	\$3,488	\$3,477	-76.9%	-0.3%	0.50%
Hungary	\$2,500	\$2,661	\$3,203	28.1%	20.4%	0.50%
Brazil	\$5,637	\$6,360	\$8,105	43.8%	27.4%	0.50%
Top-30 Sub-Total	\$493,427	\$493,842	\$579,184	17.4%	17.3%	94.50%
Other Sub-Total	\$134,732	\$129,463	\$154,468	14.6%	19.3%	5.50%
World Total	\$628,159	\$623,305	\$733,652	16.8%	17.7%	100.00%

Source: UN COMTRADE