

STATE MERCHANDISE EXPORT TOTALS TO LEADING U.S. MARKETS, 1997-2000  
(Thousands of Dollars)

| Market            | State          | 1997       | 1998       | 1999       | 2000       | % Change<br>1999-2000 | % Change<br>1997-2000 |
|-------------------|----------------|------------|------------|------------|------------|-----------------------|-----------------------|
| UNITED<br>KINGDOM | Alabama        | 247,558    | 235,094    | 302,670    | 251,229    | -17.00                | 1.48                  |
|                   | Alaska         | 55,430     | 44,497     | 37,416     | 33,011     | -11.77                | -40.45                |
|                   | Arizona        | 1,061,501  | 720,165    | 752,460    | 601,828    | -20.02                | -43.30                |
|                   | Arkansas       | 84,778     | 88,451     | 72,120     | 65,399     | -9.32                 | -22.86                |
|                   | California     | 5,109,795  | 5,361,838  | 5,195,492  | 6,473,729  | 24.60                 | 26.69                 |
|                   | Colorado       | 689,309    | 714,486    | 757,181    | 1,060,104  | 40.01                 | 53.79                 |
|                   | Connecticut    | 812,962    | 773,747    | 649,173    | 749,118    | 15.40                 | -7.85                 |
|                   | Delaware       | 195,593    | 229,225    | 198,243    | 331,710    | 67.32                 | 69.59                 |
|                   | Dist. of Col.  | 500,055    | 579,494    | 574,975    | 556,750    | -3.17                 | 11.34                 |
|                   | Florida        | 687,140    | 742,661    | 821,748    | 1,013,704  | 23.36                 | 47.53                 |
|                   | Georgia        | 489,310    | 1,005,695  | 916,764    | 495,293    | -45.97                | 1.22                  |
|                   | Hawaii         | 2,026      | 2,250      | 3,889      | 10,206     | 162.41                | 403.83                |
|                   | Idaho          | 169,800    | 189,630    | 294,886    | 569,833    | 93.24                 | 235.59                |
|                   | Illinois       | 1,830,776  | 1,826,173  | 1,689,840  | 1,677,116  | - .75                 | -8.39                 |
|                   | Indiana        | 704,836    | 713,125    | 673,619    | 706,206    | 4.84                  | .19                   |
|                   | Iowa           | 114,149    | 150,305    | 156,154    | 206,108    | 31.99                 | 80.56                 |
|                   | Kansas         | 173,403    | 189,287    | 273,442    | 164,781    | -39.74                | -4.97                 |
|                   | Kentucky       | 255,233    | 308,996    | 349,715    | 242,140    | -30.76                | -5.13                 |
|                   | Louisiana      | 97,888     | 108,811    | 96,007     | 100,591    | 4.78                  | 2.76                  |
|                   | Maine          | 59,125     | 52,074     | 47,319     | 75,247     | 59.02                 | 27.27                 |
|                   | Maryland       | 286,733    | 313,539    | 274,083    | 375,100    | 36.86                 | 30.82                 |
|                   | Massachusetts  | 1,706,430  | 1,794,501  | 1,826,480  | 1,961,997  | 7.42                  | 14.98                 |
|                   | Michigan       | 742,816    | 933,957    | 1,329,151  | 1,370,965  | 3.15                  | 84.56                 |
|                   | Minnesota      | 703,781    | 638,816    | 688,434    | 846,942    | 23.02                 | 20.34                 |
|                   | Mississippi    | 80,929     | 70,359     | 57,014     | 72,755     | 27.61                 | -10.10                |
|                   | Missouri       | 235,753    | 293,547    | 345,822    | 366,219    | 5.90                  | 55.34                 |
|                   | Montana        | 9,090      | 12,006     | 13,942     | 15,016     | 7.70                  | 65.18                 |
|                   | Nebraska       | 40,704     | 58,692     | 51,170     | 45,687     | -10.72                | 12.24                 |
|                   | Nevada         | 64,479     | 49,117     | 53,022     | 77,591     | 46.34                 | 20.34                 |
|                   | New Hampshire  | 132,457    | 146,973    | 168,577    | 174,820    | 3.70                  | 31.98                 |
|                   | New Jersey     | 901,089    | 1,026,123  | 1,146,816  | 2,116,159  | 84.52                 | 134.84                |
|                   | New Mexico     | 13,437     | 15,804     | 23,150     | 13,590     | -41.30                | 1.14                  |
|                   | New York       | 3,140,106  | 3,898,619  | 3,344,294  | 4,615,081  | 38.00                 | 46.97                 |
|                   | North Carolina | 716,523    | 708,610    | 762,447    | 821,033    | 7.68                  | 14.59                 |
|                   | North Dakota   | 12,585     | 13,678     | 12,620     | 6,000      | -52.45                | -52.32                |
|                   | Ohio           | 1,173,529  | 1,289,972  | 1,512,704  | 1,054,380  | -30.30                | -10.15                |
|                   | Oklahoma       | 100,670    | 100,606    | 95,688     | 118,080    | 23.40                 | 17.29                 |
|                   | Oregon         | 191,004    | 225,522    | 325,064    | 336,692    | 3.58                  | 76.28                 |
|                   | Pennsylvania   | 1,436,332  | 1,405,462  | 1,270,055  | 1,456,778  | 14.70                 | 1.42                  |
|                   | Rhode Island   | 91,705     | 66,028     | 60,271     | 66,215     | 9.86                  | -27.80                |
|                   | South Carolina | 212,934    | 337,123    | 295,583    | 297,785    | .74                   | 39.85                 |
|                   | South Dakota   | 35,674     | 27,378     | 25,527     | 18,000     | -29.49                | -49.54                |
|                   | Tennessee      | 531,723    | 619,903    | 604,456    | 797,200    | 31.89                 | 49.93                 |
|                   | Texas          | 1,979,305  | 2,236,685  | 1,672,878  | 2,030,086  | 21.35                 | 2.57                  |
|                   | Utah           | 735,101    | 697,656    | 626,523    | 253,379    | -59.56                | -65.53                |
|                   | Vermont        | 49,118     | 47,571     | 69,268     | 75,447     | 8.92                  | 53.60                 |
|                   | Virginia       | 323,339    | 346,217    | 338,144    | 333,143    | -1.48                 | 3.03                  |
|                   | Washington     | 4,488,052  | 4,455,939  | 4,431,857  | 3,284,387  | -25.89                | -26.82                |
|                   | West Virginia  | 127,218    | 116,437    | 76,835     | 73,537     | -4.29                 | -42.20                |
|                   | Wisconsin      | 612,552    | 513,065    | 583,353    | 548,683    | -5.94                 | -10.43                |
|                   | Wyoming        | 6,946      | 10,239     | 9,876      | 11,957     | 21.07                 | 72.15                 |
|                   | Puerto Rico    | 179,389    | 279,226    | 499,605    | 832,789    | 66.69                 | 364.24                |
|                   | Virgin Islands | 367        | 886        | 1,375      | 1,409      | 2.45                  | 283.38                |
|                   | Unallocated    | 2,032,553  | 2,283,932  | 1,878,596  | 1,726,354  | -8.10                 | -15.06                |
|                   | U.S. Total     | 36,435,090 | 39,070,195 | 38,337,793 | 41,579,356 | 8.46                  | 14.12                 |