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# International trade in Hillsborough County : an analysis performed by Center for Economic Development Research, College of Business Administration, University of South Florida

Tonya Bergstrom

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Greater Tampa Chamber of Commerce. Committee of 100

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# International Trade in Hillsborough County

An analysis performed by

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Prepared for

**The Greater Tampa Chamber of Commerce Committee of One Hundred**

Funded by a grant from  
**Enterprise Florida Inc.**

May 1999

**ENTERPRISEFLORIDA**  
*Government & Business Developing Florida's Economy*



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An analysis performed by

## **CENTER FOR ECONOMIC DEVELOPMENT RESEARCH**

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***Project Overview.***

*The Center for Economic Development Research (CEDR) prepared this report for the Greater Tampa Chamber of Commerce Committee of One Hundred as part of Enterprise Florida, Inc.'s (EFI) Targeted Market Pilot Project Grant Program. The pilot program is designed to match local businesses in the state with specific international trade opportunities.*

This report summarizes the information collected by the Greater Tampa Chamber of Commerce Committee of One Hundred. The following is a list of data supplied to CEDR.

- ✓ Manufacturers in Hillsborough County and the commodities produced
- ✓ Exporters in Hillsborough County and the commodities exported
- ✓ Importers in Hillsborough County by the industry of the importer

*The purpose of the study is to:*

- ✓ Ascertain what products are manufactured in Hillsborough County
- ✓ Enumerate the local companies that are involved in international trade
- ✓ Identify the international markets that receive goods manufactured in Hillsborough County

The study supports the development of programs to enhance and increase exports in Hillsborough County by identifying foreign markets that have actual and potential demand for goods produced in Tampa and Hillsborough County.



## **Executive Summary.**

*The purpose of the study was to ascertain what products are manufactured in Hillsborough County, enumerate the local companies that are involved in international trade and identify the international markets that receive goods manufactured in Hillsborough County. The Center for Economic Development Research (CEDR) at the University of South Florida prepared this report for the Greater Tampa Chamber of Commerce Committee of One Hundred (GTCC-C100). This report summarizes the information supplied by the GTCC-C100 on 1,106 manufacturing and international trade firms. Relevant findings from analysis of the data follows.*

- > Thirty percent of firms in the database, or 336 companies engage in international trade. Of the 336 firms, 54 percent are manufacturers and 39 percent are wholesale/retail traders.
- > There are 921 manufacturers in the County that produce more than 250 products as categorized by Standard Industrial Classification code. Hillsborough County manufacturers employ more than 36,000 workers and have been in business an average of 28.5 years.
- > One third of the 36,000 manufacturing workers in Hillsborough County are employed in companies that trade internationally. Firms classified in tobacco products, apparel, leather, primary metals and electronics report that 70 percent or more of the total employment for their industry sector lies within companies that are involved in international trade.
- > Manufacturers that export or both export and import pay higher wages than those firms that only import or are not involved in international trade.
- > According to 1997 Florida Department of Labor statistics, the Hillsborough County manufacturing sector provided one in 14 jobs in the County and paid an average annual wage of \$29,989. Annual manufacturing wages were nearly 10 percent higher than the County average of \$27,503 for all employees.
- > The industrial and commercial machinery industry in Hillsborough County has a stronger international orientation than other manufacturing industries in the County. Nearly one in three industrial and commercial machinery manufacturers export goods and one in 16 import.
- > There are 180 companies in the database that do not manufacture products. These companies employ nearly 13,000 workers and are mostly firms in the wholesale and retail trade industries. Wholesalers, primarily involved in selling merchandise to retailers, contractors and businesses, make up the bulk of non-manufacturing companies that export. Firms classified as wholesalers of non-durable goods import more than firms in other industry sectors.
- > Hillsborough County companies conduct business with 85 countries in every region of the world.

- > More than 100 firms ship to the Caribbean, 71 to South America, and 64 to Central America making Latin America the top destination for area products. Thirty-seven firms export to the Bahamas and 30 to the Cayman Islands, making these two islands the top export destinations for area products.
- > More firms trade with Venezuela and Ecuador than with other countries in South America. Venezuela is the top South American export market for area products. Many South American countries have demand for similar products.
- > More local companies import goods from Asia than any other region in the world. In addition, more firms report importing from Taiwan and Japan than from any other country in the world.
- > More firms site the United Kingdom, Germany, Italy and France as trading partners more often than other European countries. There are 25 firms shipping products to the United Kingdom, making it the top European market for exports.
- > With the exception of chemicals, electronics and cigars exported to Canada and plastics to Mexico, similar products are shipped to both countries from area manufacturers.

*Introduction and Background.*

To evaluate the status and potential of international trade for Tampa/Hillsborough County it is necessary to have an inventory of what products are manufactured by local companies. The Greater Tampa Chamber of Commerce Committee of One Hundred (GTCC-C100) developed a database of industry and international trade in 1997. The database was updated during 1998. It consists of information on 1,106 Hillsborough County-based industrial and international trade companies. Table 1 lists the information available in the database.

**Table 1.**

---

<b>Industrial and International Trade Database Information Base</b>
Company Name
Company Address
Contact Information
Primary Standard Industrial Classification Code
Secondary 1 and 2 Standard Industrial Classification Codes
Year Established
Number of Employees
Export/Import Activity (Export/Import/Manufacture Only)
Export/Import Country (if applicable)

---

*Using the GTCC-C100 database, CEDR analyzed the Hillsborough County industrial and international trade data. This document reports results of CEDR's analysis. We discuss the industries in Hillsborough County and identify the patterns of international trade activity by firm classification and products. CEDR also assesses the international trade activities of wholesale/retail trader companies and service providers that are included in the database.*

### Industry Classification.

CEDR uses the primary Standard Industrial Classification (SIC) code, listed by the company, to classify manufacturers, distributors and service providers into a specific industry. Of the 1,106 companies 921 (83 percent) are classified as manufacturers. Five firms did not report a SIC code. The remaining 180 companies are classified as trade, service, finance/insurance/real estate, or mining/construction firms. Table 2 provides a breakout of companies in the database by industrial classification.

**Table 2.**

**Industrial Classification of Companies in Database**

SIC	Industry	Number	Percent
<b>2/3</b>	<b>Manufacturing</b>	<b>921</b>	<b>83.3</b>
5	Trade	124	11.2
7/8	Services	28	2.5
4	Transportation/Comm./Public Utilities	14	1.3
1	Mining/Construction	13	1.2
6	Finance/Real Estate/Insurance	1	*
N/A	Not Classified	5	*
	<b>Total</b>	<b>1,106</b>	<b>100%</b>

\*less than one percent

**An Overview of Manufacturing in Hillsborough County.**

There are 921 manufacturers in the County that produce more than 250 products as categorized by Standard Industrial Classification code. Numerous companies manufacture the same commodity or several product lines. In total, 1,400 consumer goods are produced locally. Products range from aircraft parts and supplies to x-ray apparatus and tubes.

Hillsborough County manufacturers employ more than 36,000 workers and have been in business an average of 28.5 years. The average time in business for those manufacturers engaged in international trade is 34.5 years, while the average time for those not engaged in international trade is 26.7 years. Thus, the statistics reflected in this report are descriptive of the mature, well established manufacturing businesses in the County. Such businesses include cigar manufacturers and those firms in the printing and publishing industry.

Additionally, the average years of manufacturers in business by type of international trade activity are: importers only 30.5 years, exporters only 32.4 years, and exporters/importers 42.1 years.

According to 1997 Florida Department of Labor statistics, the Hillsborough County manufacturing sector provided one in 14 jobs in the County and paid an average annual wage of \$29,989. Annual manufacturing wages were nearly 10 percent higher than the County average of \$27,503 for all employees. Table 3 lists 1997 average annual wages by manufacturing sector in Hillsborough County.

Table 3.  
**1997 Average Annual Wage by Manufacturing Sector**

SIC/Description	Wage
20 Food & Kindred Prod.	\$28,914
21 Tobacco Products	\$27,616
22 Textile Mill Products	\$14,251
23 Apparel	\$21,518
24 Lumber and Wood	\$22,773
25 Furniture & Fixtures	\$25,464
26 Paper	\$34,407
27 Printing & Publishing	\$25,443
28 Chemicals	\$44,562
29 Petroleum Refining	\$37,182
30 Rubber	\$28,490
31 Leather	N/A
32 Stone, Clay, Glass	\$38,478
33 Primary Metals	\$33,848
34 Fabricated Metal Prod.	\$32,730
35 Ind Mach./Comp Eq.	\$32,310
36 Electronic Components	\$32,388
37 Transportation Eq.	\$29,255
<b>38 Measuring/Analyzing</b>	<b>\$37,212</b>
39 Misc. Manufacturing	\$25,066
<i>Total SIC 2/3</i>	<i>\$29,989</i>
<i>Total All Industries</i>	<i>\$27,503</i>

Hillsborough County's industrial base is diverse. Table 4 shows total employment by

**Table 4.**  
**Hillsborough County**  
**Employment Size by**  
**Manufacturing Sector**  
(1,000 or more employees)

<b>SIC/Description</b>	<b>Total Emp.</b>	<b>Avg. Emp.</b>
20 Food & Kindred	5,317	100
34 Fabricated Metals	4,817	39
27 Printing & Publishing	4,603	24
36 Electronics	4,207	108
23 Apparel	2,283	28
35 Industrial Mach/ Computer Equipment	2,275	25
24 Lumber and Wood	2,228	43
28 Chemicals	2,227	37
32 Stone/Clay/Glass	1,649	43
39 Misc. Manufacturing	1,295	17
21 Tobacco Products	1,235	206
30 Rubber	1,205	35

manufacturing sector and average employment per firm in the sector. Firms producing food and kindred products employ 14 percent of manufacturing industry workers, making this sector the largest manufacturing group in the County. There is significant employment in high-tech industries such as electronics, industrial equipment and chemicals. Firms in the tobacco industry have the largest employment size, with an average of more than 200 employees per firm.

Many manufacturing industries are concentrated in the area. Table 5 lists the number of firms by manufacturing sector for those industries with 50 or more firms in Hillsborough County. The printing and publishing sector has the highest concentration of firms, with nearly 200 located in the County. There are 125 firms producing fabricated metal products and 93 making industrial machinery and computer equipment.

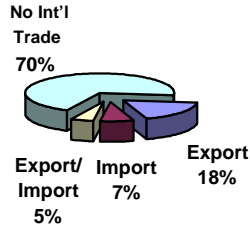
**Table 5.**  
**Number of Firms by**  
**Manufacturing Sector**  
(50 or more firms)

<b>SIC/Description</b>	<b>#Firms</b>
27 Printing & Publishing	192
34 Fabricated Metals	125
35 Industrial Mach/ Computer Equipment	93
39 Misc. Manufacturing	76
28 Chemicals	60
20 Food & Kindred	53
24 Lumber and Wood	52

**An Overview of International Trade in Hillsborough County.**

The database contains information on company foreign trade activity. Companies are coded as export only, import only, export/import or no international trade. An export

**Figure 1.**  
**% Firms by Type of International Activity**



only code indicates that a firm produces a commodity for sale outside the United States. An import only code indicates that a firm purchases foreign-made goods. Companies that both export and import products/services are coded as export/import. A code of no international trade means that a company is not

engaged in international commerce. A breakout of firms by type of trade activity is shown in Figure 1.

Thirty percent of firms in the database, or 336 companies engage in international trade. Of the 336 firms, 54 percent are manufacturers and 39 percent are wholesale/retail traders. The remaining seven percent are engaged in the service and mining/construction industries.

**Figure 2.**

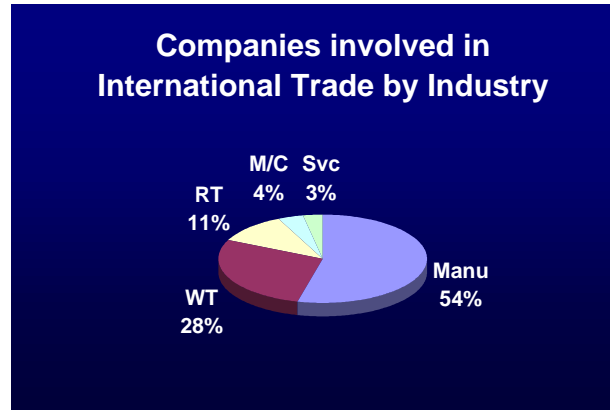


Figure 2 provides the percentage of firms engaged in international trade by industrial classification.

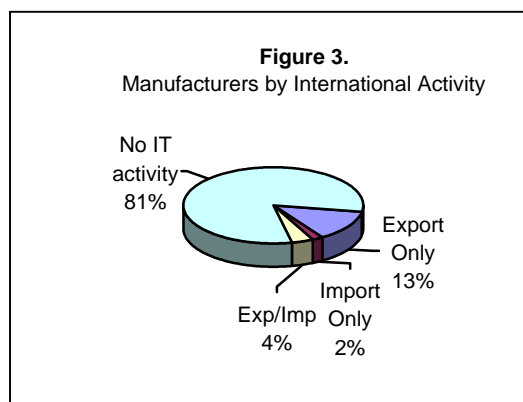
770 companies do not participate in international trade. Of the non-export/import companies, 97 percent are classified as manufacturers. Companies are listed by type of foreign trade activity and industrial classification in Table 6.

Table 6.

Firms in the Industrial and International Trade Database by Type of Activity and Classification				
Activity	Total	Manu.	Non- Manu.	No Class.
Export Only	200	122	74	4
Import Only	80	18	62	0
Both Export and Import	56	36	19	1
<b>Total International Trade</b>	<b>336</b>	<b>176</b>	<b>155</b>	<b>5</b>
<b>No International Trade Activity</b>	<b>770</b>	<b>745</b>	<b>25</b>	<b>0</b>
<b>Total All Companies in Database</b>	<b>1,106</b>	<b>921</b>	<b>180</b>	<b>5</b>

**Production and International Activity of Hillsborough County Manufacturers.**

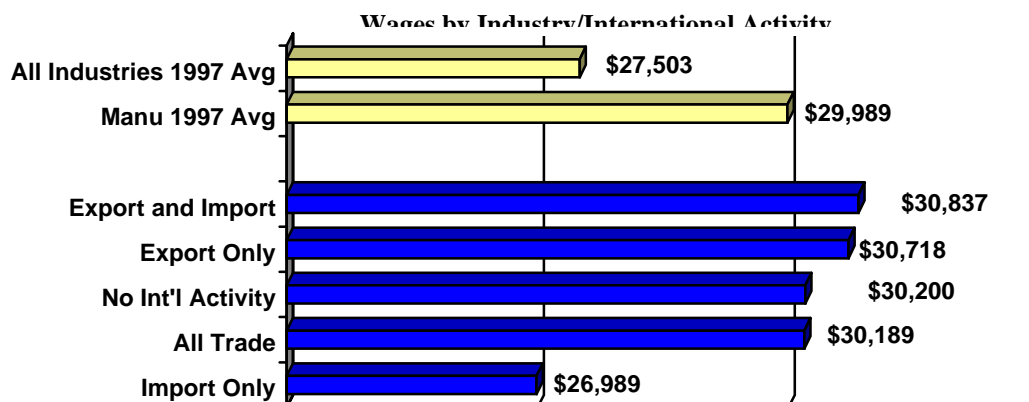
Nineteen percent, or 176, area manufacturers are involved in international trade. Nearly 160 companies produce commodities for sale abroad and 54 purchase foreign-made products. Figure 3 shows the percentage of manufacturing firms by activity.



Manufacturers that export or both export and import pay higher wages than those firms that only import or are not involved in international

trade. Wages by industry and international activity is shown in Figure 4. A large number of employees in firms that both export and export and import work in fabricated metals,

Figure 4.



Note: 1997 Average wages reported by Florida Department of Labor. Other wages calculated as percentage of employment by activity type multiplied by 1997 average annual wage for industry.

industrial machinery and computer equipment and electronics industries. Firms in these industries pay average annual wages of more than \$32,000, nearly 10 percent more than the average annual wage for all industries. A large percentage of the employees working



for manufacturers that import are employed in the apparel industry. In general, apparel manufacturers pay lower wages, averaging \$21,518 annually, than firms located in other manufacturing sectors in the County. If we remove the approximate 600 low-wage apparel jobs in Hillsborough County, the average wage for firms that only import rises from \$26,989 to \$29,690. Although the \$29,690 average wage without the apparel industry is still slightly below the overall average for manufacturers of \$29,989, the indication is that the apparel industry has particularly low wages relative to other firms engaging in international trade. We also note the continuing trend of the loss of these low paying jobs to Mexico and other offshore locations. (For example, see “When a Plant Closes, Small Town, Global Problem,” by Alecia Swasy, St. Petersburg Times, June 20, 1999, page 1A.)

One third of the 36,000 manufacturing workers in Hillsborough County are employed in companies that trade internationally. Firms classified in tobacco products, apparel,

**Table 7.**  
**# Employed in Manufacturing Firms that Trad**  
**Internationally**  
 (70 percent or more)

<u>SIC/Description</u>	<u>Total</u>	<u>Emp of Firms Trading</u>	
	<u>Emp.</u>	<u>Number</u>	<u>Percentage</u>
31 Leather	23	20	87%
21 Tobacco Products	1,235	1,059	86%
36 Electronics	4,207	3,133	74%
33 Primary Metals	369	274	74%
23 Apparel	2,283	1,659	73%
All Manufacturing	36,000	12,000	33%

leather, primary metals and electronics report that 70 percent or more of the total employment for their industry sector lies within companies that are involved in international trade. Table 7 details those industries.

Manufacturers in eight sectors report an aggregate of more than 2,000 workers. Employment, production and trade activities of these industries are discussed in detail in the following paragraphs.

*Food and Kindred Products (SIC 20).* Firms that manufacture or process food and beverages for human consumption are included in the food and products industry. Hillsborough County food and kindred products firms produce coffee, soft drinks, cookies and crackers, malt beverages, frozen fruits, juice and vegetables, and dairy products.

**Table 8.**  
**Employment**  
**Food and Kindred Products Manufacturers**

<i>SIC/Description</i>	<i>Percent</i>
<i>Food/Kindred</i>	
201 Meat Products	18
202 Dairy Products	4
203 Canned/Froz Foods	3
204 Grain Mill Products	2
205 Bakery Products	15
207 Fats & Oils	*
208 Beverages	12

More workers are employed in the food and kindred products sector than by any other manufacturing sector in the County. In total, more than 5,300 workers are employed in 53 firms. Firms that produce miscellaneous products, meat products and beverages employ the majority of the workers in this sector. Table 8 details the percentage of workers by sector.

Thirty-eight, or 72 percent, of the firms report that they are not involved in international trade. These firms employ eighty percent of the workers in the food and kindred products industry.

Only ten firms report that they export products. Table 9 lists the product categories and regional export destination of firms in the food and kindred products industry. Appendix A provides a comprehensive list of exports by product description and country destination. Firms in this industry import products mainly from Asia and Europe.

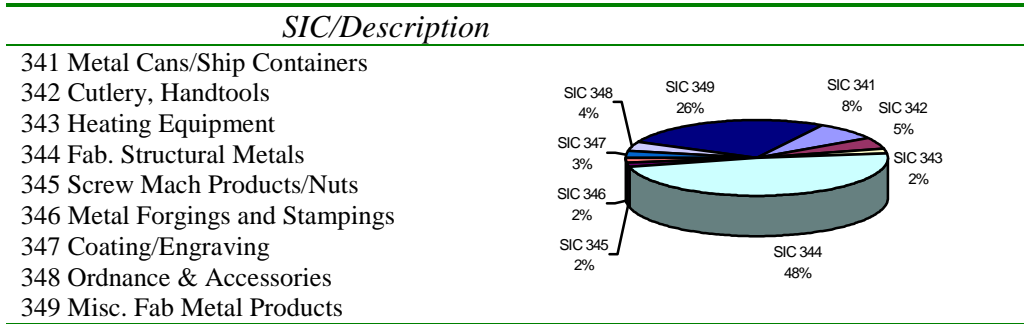
**Table 9.**  
**Export Destination**  
**Food and Kindred Products Manufacturers**

<i>SIC/Description</i>	<i>Region</i>
201 Meat Products	Caribbean
202 Dairy Products	Caribbean, South America
203 Canned/Frozen Foods	Worldwide
204 Grain Mill Products	Worldwide
207 Fats & Oils	Europe, South America
208 Beverages	Caribbean, South America
209 Misc. Food Products	Latin America, North America

*Fabricated Metal Products (SIC 34).* One hundred and twenty-five Hillsborough County companies manufacture fabricated metal products, excluding machinery and transportation equipment. Fabricated metal products companies on average have less than 50 employees, but in the aggregate they employ 13 percent of all manufacturing workers. The majority of these firms produce fabricated structural metals, such as metal doors and ornamental work. Fabricated structural metals firms (SIC 344) employ nearly 50 percent

of the 4,800 workers in the fabricated metal products sector. Figure 5 displays the breakout by percentage of employment in the fabricated metal products industry.

**Figure 5.**  
**Percent Employment - Fabricated Metal Products Manufacturers**



Twenty percent of the companies manufacturing fabricated metal products are involved in international commerce. Table 10 lists the regional export destination of firms in the fabricated metal products industry. Appendix B describes the products in detail by description and country destination. Products imported by fabricated metal products firms come from Europe, Asia and the Caribbean.

**Table 10.**  
**Export Destination**  
**Fabricated Metal Products Manufacturers**

<i>SIC/Description</i>	<i>Region</i>
341 Metal Cans/Ship Containers	Caribbean
342 Cutlery, Handtools	Worldwide
343 Heating Equipment	Africa, L. America
344 Fab. Structural Metals	Worldwide
345 Screw Mach Products/Nuts	Caribbean, C. America, Europe
347 Coating/Engraving	Asia, Caribbean, Middle East
349 Misc. Fab Metal Products	Worldwide

**Table 11.**  
**Breakout of Printing and Publishing**  
**by 4-digit SIC Code**

<b>SIC</b>	<b>Description</b>	<b># Firms</b>
2711	Newspapers: Publishing/Printing	17
2721	Periodicals: Publishing/Printing	7
2731	Books: Publishing/Printing	3
2741	Misc. : Publishing/Printing	9
2752	Commercial Printing: Litho	120
2759	Commercial Printing: NEC	33
2761	Manifold Business Forms	3
2789	Bookbinding	51
2791	Typesetting	66
2796	Platemaking	13

**Note:** Companies produce multiple products and may be classified in more than one SIC code

*Printing and Publishing (SIC 27).* One out of five manufacturers in the database are classified in the printing and publishing industry. Printing and Publishing businesses tend to be small -- average firm size of 25 employees -- but in total employ more than 4,500 workers in Hillsborough County. Commercial printers and newspaper publishers employ 83 percent of

**Table 12.**  
**The High Tech Manufacturing Definition by**  
**Standard Industrial Classification Codes**

*Computers and Office Equipment*

- 3571 Electronic Computers
- 3572 Computer Storage Devices
- 3575 Computer Terminals
- 3577 Computer Peripherals
- 3578 Calculating & Accounting Machines
- 3579 Office Machines

**Consumer Electronics**

- 3651 Household Audio & Video Equipment
- 3652 Phonographic Records & Pre-recorded Tapes and Discs

**Communications Equipment**

- 3661 Telephone & Telegraph Apparatus
- 3663 Radio & TV Broadcast & Commu. Eq.
- 3669 Other Communications Equipment

*Electronic Components and Accessories*

- 3671 Electron Tubes
- 3672 Printed Circuit Boards
- 3675 Electronic Capacitors
- 3676 Electronic Resistors
- 3677 Electronic Coils, Transformers & Inductors
- 3678 Electronic Connectors
- 3679 Other Electronic Components

*Semiconductors*

- 3674 Semiconductors & Related Devices

*Industrial Electronics*

- 3821 Laboratory Apparatus
- 3822 Environmental Controls
- 3823 Process Control Instruments
- 3824 Fluid Meters & Counting Devices
- 3825 Instruments to Measure Electricity
- 3826 Laboratory Analytical Instruments
- 3829 Other Measuring & Controlling Devices

*Photonics*

- 3827 Optical Instruments & Lenses
- 3861 Photographic Equipment & Lenses

*Defense Electronics*

- 3812 Search & Navigation Sys, Instr & Eq.

*Electro-medical Equipment*

- 3844 X-ray Apparatus & Tubes & Relation
- 3845 Electro-med. & Electro-therapeutic Apparatus

the workers in the printing and publishing industry. Table 11 identifies the number of printing and publishing companies by SIC code. Many firms in this sector are engaged in lithographic commercial printing (SIC 2752) and typesetting (SIC 2791).

These firms primarily provide custom services on a job-by-job basis and do not generally export. Of the 192 companies in this industry only three percent export and one percent import products. Newspaper publishers and lithographic commercial printers ship goods to Europe and South America. Those firms engaged in screen printing export to Canada, the Caribbean and Asia.

*Electronics Components (SIC 36).* Based on the definition of the American Electronics Association (AEA), we categorize 18 of the 39 firms in this sector as high tech. Table 12 outlines AEA's definition of high tech manufacturers. Most Hillsborough County companies in the high tech electronics sector produce electronic components and printed circuit boards. Other high tech products manufactured

include communication equipment, signal equipment, modems and security systems and equipment.

Electronic firms employ 4,200 individuals, 11 percent of the County’s manufacturing employment. Firms in this sector have an average employment of more than 100 workers. More than half of the workers in the electronics sector work in high tech firms that produce electronic components and accessories (SIC 367), such as printed circuit boards and electronic resistors. In addition, thirty-one percent of the workers employed in the electronics sector are working in firms that manufacture miscellaneous electrical machinery and equipment (SIC 369). The remaining workers are employed in other sectors of the electronics components industry.

Of the 39 electronics manufacturers, one-third

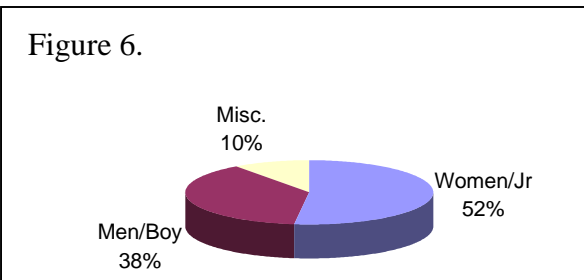
**Table 13.  
Export Destination  
Electronics Components Manufacturers**

<i>SIC/Description</i>	<i>Region</i>
361 Elec. Transmission	Asia, Europe, N. America, S. America, The Pacific
362 Elec. Ind. Apparatus	Africa, Asia, C. America, S. America
363 Household Appliances	Caribbean, N. America
364 Lighting/Wiring Equip	Africa, Latin America
365 Audio/Video Equip.	Worldwide
366 Communications Equip.	Worldwide
367 Components and Access.	Worldwide
369 Misc.	Asia, Africa, Caribbean, C. America, Europe

export and 10 percent import. Table 13 lists the export destination of electronics component manufacturers by region. Appendix C details the trade activities of firms within the electronics sector. Foreign-made components are purchased from South America, Asia, the Caribbean and Europe.

*Apparel (SIC 23)*. More than 30 companies produce clothing and apparel in Hillsborough County. These firms employ an average of 70 workers. In total, more than 2,200 people

are employed in this sector. Half of the workers in the apparel industry work for firms producing women’s/junior clothing. Figure 6 provides the percentage of employment in the apparel industry.



Apparel firms are active in foreign trade. They manufacture and ship clothing, curtains and draperies, textile bags, and automotive trimming to various regions of the world. Table 14 outlines apparel exports by region. Appendix D lists exports of the apparel industry by product and country destination. Companies in this sector import goods from Asia, the Caribbean and Central America.

<i>SIC/Description</i>	<i>Region</i>
232 Men's/Boy's Clothing	C. America, Europe, Middle East, South America
233 Women's/Juniors Clothing	Europe, Middle East, South America
239 Misc.	Worldwide

*Industrial and Commercial Machinery (SIC 35).* Ninety-three industrial and commercial machinery and computer equipment firms are present in the area. Industry products include farm machinery, industrial trucks, tractor-trailers and stackers, pumps and pumping equipment, and industrial and commercial fans and blowers. Most companies in this sector are small-businesses that employ an average of 25 people. Most workers in

<i>SIC/Description</i>	<i>Percent</i>
351 Engines and Turbines	9
352 Farm Mach. And Equipment	4
353 Const./Mining Equipment	*
354 Metalworking Mach/Eq.	7
355 Special Industrial Machinery	11
356 General Ind. Machinery/Equip.	21
357 Computer and Office Equip.	4
358 Refrigeration/Serv. Machinery.	5
359 Misc.	39
<b>Total Employment</b>	<b>2,275</b>

this sector are employed in firms producing miscellaneous and general industrial machinery and equipment. Table 15 identifies the percent of workers in the industrial/commercial machinery industry.

The industrial and commercial machinery industry in Hillsborough County has a stronger international orientation than other manufacturing industries in the County.

Nearly one in three industrial and commercial machinery manufacturers export goods and one in 16 import. Table 16 shows the international trade activity of the industrial/commercial machinery sector by region. Appendix E further lists international

activity by product and country destination. Firms producing commodities in this sector import from countries around the world.

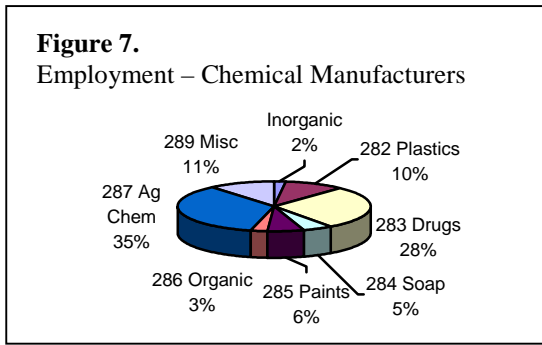
**Table 16.**  
**Export Destination of Industrial/Commercial Machinery Firms**

<i>SIC/Description</i>	<i>Region</i>
351 Engines and Turbines	C. America, S. America
352 Farm Mach. And Equipment	C. America, Europe, S. America
353 Const./Mining Equipment	Worldwide
354 Metalworking Mach/Eq.	Worldwide
355 Special Industrial Machinery	Worldwide
356 General Ind. Machinery/Eq.	Worldwide
358 Refrigeration/Serv. Machinery	Europe, Latin America, Middle East, N. America
359 Misc.	Asia, N. America, S. America

*Lumber and wood (SIC 24).* Hillsborough County manufacturers in the lumber and wood sector produce mobile homes, wood trusses, household and office furniture and window blinds. The 52 companies in this industry are small, employing on average 43 employees. More than 2,200 employees work in the lumber and wood industry. Nearly half of the workers are employed in firms that produce wood buildings and mobile homes. In addition, firms engaged in producing millwork, veneer, and plywood employ forty-percent of the workers in the lumber and wood industry. The remaining workers are employed in sawmills and in firms that produce wood containers and miscellaneous lumber and wood products.

Very few firms in this sector export goods. Those companies involved in international commerce ship wooden pallets and boxes and kitchen cabinets worldwide and import products from Asia, South America and Central America.

*Chemicals (SIC 28).* The 60 chemical companies in the County employ a total of more than 2,200 people. Two-thirds of the workers in the chemical industry are employed in firms that either produce agricultural chemicals or drugs. Figure 7 provides the percent of workers in the chemical industry. Chemical firms are small, employing an average of 40 workers per firm. According to the Florida Department of Labor, firms in the chemical



industry pay a higher average annual wage in comparison to firms in other manufacturing sectors in the County. Chemical workers employed in this sector were paid an average annual wage of \$44,500 during 1997, nearly 50 percent higher than the average annual wage for all

manufacturing employees and 62 percent more than the average annual wage for all industries in the County.

Nearly one-quarter of the chemical manufacturers export their goods. With the exception of printing ink, cleaning products and biological products, goods manufactured in this industry are exported worldwide. Appendix F lists the exports of firms in the chemical industry by product and country. Less than one percent of the firms in this sector import foreign-made goods.

*Tobacco Industry*

Today Hillsborough County is a diverse industrial manufacturing economy, replete with high tech companies. One hundred years ago the County’s economy was very different. The tobacco industry was the dominant industry. Cigar manufacturers played a significant role in shaping the industrial base of the County during the late 1800’s. The world’s first and largest cigar factory was built during this period in Tampa’s historic Latin Quarter, Ybor City. During the 19<sup>th</sup> century Ybor City became known as the “Cigar Capital of the World” and was home to more than 200 cigar factories. A single factory employed more than 500 workers whose days were spent rolling hand-made cigars. The cigarmakers came mainly from Cuba, Spain and Italy. Thus these three cultures formed the Latin Quarter.

Many cigar factories closed during the depression. In addition, increasingly popular cigarettes replaced cigars during this period. It wasn’t until early 1990 that the cigar industry experienced resurgence for its product. Today there are six tobacco companies



producing cigars in Hillsborough County. These companies are large-size businesses employing an average of 200 people. Only two manufacturers of cigars report selling domestically. The remainder ship cigars worldwide. Producers of cigars purchase materials from Honduras, Mexico, the Dominican Republic, Brazil, Ecuador, Jamaica, Colombia and the Philippines.

*International Activity of Hillsborough County Non-Manufacturers.*

There are 180 non-manufacturing companies in the database. Table 17 reports the industry classification of non-manufacturing firms. These companies employ nearly 13,000 and are primarily in the wholesale and retail trade industries. Area traders play an important role in international trade. No information is available about whether traders distribute products made in Hillsborough County.

All but 25 of the 180 companies are involved in international trade. More than 40 percent of the firms are exporting, one-third import and 10 percent export and import. We discuss the employment, trade patterns and production activities of the non-manufacturing firms by industry in the following paragraphs.

<u>Description</u>	<u># Firms</u>	<u>% Emp.</u>
Mining	4	*
Construction	9	6
Total Wholesale Trade	100	50
<i>Durable</i>	59	18
<i>Non-Durable</i>	41	32
Retail Trade	38	27
Financial/Real Estate	1	*
Services	28	16
Total Non-Manufacturing	180	12,872
*Less than one percent		

*Wholesale Trade (SIC 50 & 51).* Wholesalers, primarily involved in selling merchandise to retailers, contractors and businesses, make up the bulk of non-manufacturing companies that export. Wholesalers of durable goods, on average, have smaller-sized operations in comparison to those firms wholesaling non-durable goods. Durable good wholesalers have an average of 40 employees per firm, whereas, those involved in the trade of non-durable goods have an average of 100 employees per firm.

Durable goods (SIC 50). County wholesalers sell automobiles, motor vehicle parts, furniture, construction materials and machinery, medical and hospital equipment, industrial supplies/machinery, and transportation equipment to various regions of the world. Table 18 lists the export destinations by sector of durable good wholesalers. Appendix G identifies the countries receiving goods exported from area durable good traders.

Table 18. Exports Destination - Durable Goods Traders	
SIC/Description	Region
<b>501 Motor Vehicles</b>	<b>Worldwide</b>
502 Furniture	Caribbean
503 Lumber	Asia, Caribbean, S. America
504 Comm. Eq/Supplies	L. America
505 Metals/Minerals	Worldwide
506 Electrical Goods	L. America
507 Hardware/Plumbing	L. America, N. America
<b>508 Machinery Eq/Supplies</b>	<b>Europe, L. America, N. America</b>
509 Misc.	Africa, Europe, L. America, N. America, S. America

Non-durable goods (SIC 51). Non-durable goods exported from wholesalers in the County include fish and seafood, meats, chemicals, and farm supplies-fertilizers. While the majority of wholesalers export specifically to Latin America, many firms ship products worldwide. Appendix H identifies the export destination of non-durable goods traders.

Firms classified as wholesalers of non-durable goods import more than firms in other industry sectors. Companies involved in distributing chemicals import products from Europe, North America, Middle East, Central America and the Caribbean. Traders in the beer and ale industry import largely from Europe, but significant imports come from around the world. Wine and distilled beverage traders also import from Europe. Sweden, France, Italy and Germany are specific countries with exports to area companies

involved in trading wine and distilled beverages. Local florists import products from Hong Kong, China, and Haiti.

*Retail Trade (SIC 52-59).* Foreign sales of area retailers involve dealers of new, used and antique cars, recreational vehicles, boats, bicycles and motorcycles. Appendix I lists the export destination of area retailers by product and country.

Firms in the retail sector also import goods. Companies classified as grocery stores import mainly from Asia, the Caribbean and Europe. Sporting goods and bicycles shops receive products from Asia and Europe. Catalog and mail order houses purchase foreign-made products from Japan, Hong Kong and Taiwan in Asia and Europe and Central America.

*Miscellaneous Industries.*

Services. Twenty-eight companies in the database are categorized in the service sector. The majority of these companies perform activities, such recycling, welding and packaging services. Firms that provide such services are classified as business services and are not typically exporters. Firms in the business services sector that do export include those firms that rent equipment to Central and South America. Businesses from the service sector import items from Asia and Europe. These companies provide packaging and filling services or are in the amusement park industry.

Mining and Construction. Mining and construction firms represent 7 percent of the 180 non-manufacturing firms. Mining and construction firms that are involved in exporting engage in structural steel erection and highway and street construction mainly in the Caribbean. Firms in terrazzo, tile and marble industry import products from countries such as Portugal, Mexico, Brazil, Philippines, India, Italy, Spain and Belgium.

**International Trade by Region.**

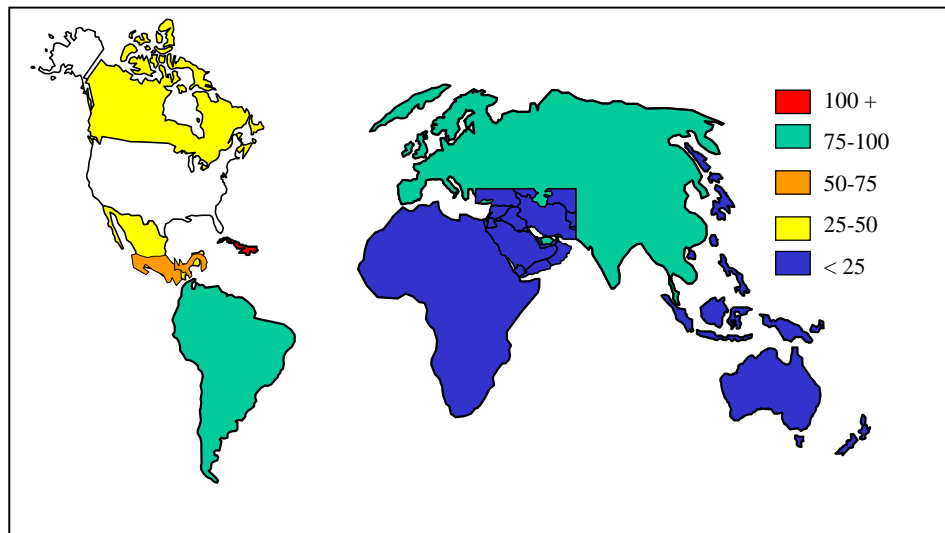
Hillsborough County companies conduct business with 85 countries in every region of the world. Table 19 lists the number of firms in the County involved in international commerce by region. Appendix J identifies the number of companies involved in trading with specific countries within a region. More firms conduct international business with firms located in the Caribbean, South America, Europe and Asia than in other regions of the world. Figure 8 shows the number of Hillsborough County companies trading by region.

<b>Region</b>	<b>Total</b>	<b>Export</b>	<b>Import</b>
Africa	21	14	7
Asia	86	27	62
Caribbean	120	102	26
Central America	72	60	18
Europe	95	48	52
Latin America	4	4	0
Middle East	21	19	3
North America	56	38	18
South America	98	71	32
The Pacific	12	9	3
Worldwide	40	34	8
<i>Total</i>		<i>336*</i>	<i>256*</i>

\*Many companies conduct business in more than one

More than 100 firms ship to the Caribbean, 71 to South America, and 60 to Central America making Latin America the top destination for area products. In addition, more local companies import goods from Asia than any other region in the world. A detailed description of local firms engaged in international trade by region follows.

**Figure 8.  
Number of companies involved in international trade by region.**



*Africa.* There are 21 companies in Hillsborough County trading with countries in Africa. Two-thirds of the firms engaged in trade with Africa export. Nine of the exporting companies are classified as manufacturers and the remainder as traders. Appendix K lists the products shipped to Africa.

Seven area companies import products from Africa. The majority, classified as wholesalers, purchase goods from Morocco, South Africa, and Algeria.

*Asia.* Of the 86 companies trading with Asia nearly one-third export. Most firms ship products from the fabricated metals and electronics industries. Most products shipped to Asia from Hillsborough County are supplied directly by area manufacturers. Appendix L lists the products exported to countries in Asia.

More than 60 companies receive products from Asia making it Hillsborough County's

<b>Table 20.</b>	
<b>Number of Companies Importing from Asia (5 or more)</b>	
<u>Country</u>	<u>Companies</u>
Taiwan	23
Japan	21
Hong Kong	17
China	16
Korea	10
Philippines	10
Thailand	9
India	6
Indonesia	5
<i>Total Asia</i>	<i>62*</i>
*Total companies importing from Asia. Note companies may import from more than one country.	

number one import market (based on number of companies). Table 20 lists the number of Hillsborough County companies importing from countries in Asia. More firms report importing from Taiwan and Japan than from any other country in the world. Hillsborough County companies, which purchase products from Asia, manufacture tools, tapes, bags, screws, ropes, bolts, wooden and steel doors, electronic components, compressors, cigars, clothing, sporting goods and carpets and rugs. Wholesalers that import are involved in selling tobacco and tobacco products, home furnishings, hardware, groceries, and sporting goods and bicycles.

*The Caribbean.* More than one-third of the 336 Hillsborough County companies involved in international trade conduct business with firms in the Caribbean. More Hillsborough companies export to the Caribbean than any region in the world. The

Caribbean is a popular destination due to the fact that it often serves as a “pass through” port for products en route to other destinations. In addition, shipping companies buy from consolidators and ship goods to the islands for personal consumption. Thirty-seven firms export to the Bahamas and 30 to the Cayman Islands, making these two islands the top export destinations for area products. Table 21 details the number of companies exporting to countries in the Caribbean. Firms in the trade industries dominate those in other sectors of the economy exporting to the Caribbean. Appendix M identifies products exported to the Caribbean by firms in Hillsborough County.

Country	Companies
Bahamas	37
Bermuda	8
Caribbean	14
Cayman Islands	30
Dominican Republic	13
Jamaica	12
Leeward/Windward	9
Netherlands Antilles	7
Puerto Rico	25
Virgin Islands	17
<i>Total Caribbean</i>	
120*	

Twenty-six firms import from the Caribbean. Most of these firms are classified in the wholesale and retail trade industries. Manufacturers that import are engaged in producing cigars, fabricated metals and chemicals.

*Central America.* Seventy-two firms report trading with countries in Central America. Costa Rica and the Honduras were cited as trade partners more often by firms in the County than other countries located in Central America. Table 22 details the number of firms involved in international trade with Central America. Eighty- three percent of the 72 companies export. Manufacturers, traders, service providers and firms involved in mining and construction ship goods to Central America. Appendix N provides a detailed list of products shipped to Central America.

Country	# Firms
Costa Rica	26
El Salvador	7
Honduras	22
Panama	14
Total Central America 72	

Nearly 20 firms report that they import products from Central America. These firms are engaged in manufacturing screws, bolts and fencing or trading chemicals, cigars, clothing, fish and vegetables. The majority of firms are in the wholesale trade industry.

*Europe.* Nearly 100 companies report trading with various countries in Europe. More firms site the United Kingdom, Germany, Italy and France as trading partners more often than other European countries. Table 23 identifies the number of Hillsborough County companies involved in international commerce with countries in Europe.

Belgium	8
Germany	25
Greece	5
Italy	22
Netherlands	8
Russia	5
Spain	11
Turkey	7
United Kingdom	38

Note: Companies may trade to more than one country.

Half of the firms trading with Europe export products. Products shipped by firms include clothing, food products, electronics, cars, motorcycles and other goods. There are 25 firms shipping products to the United Kingdom, making it the top European market for exports (based on the number firms). Appendix O details the products exported to countries in Europe.

Italy	18
United Kingdom	13
Germany	11
Netherlands	8
France	7

Europe is second only to Asia in the number companies importing products from a region. More than 50 companies import goods from Europe. Firms in Italy and the United Kingdom supply more local firms with goods than other European countries. Firms importing from Italy are involved in trading wine, home furnishings, chemicals and tobacco or manufacturing plastics, food and cleaning equipment. Most firms importing from the United Kingdom produce fabricated metal products or industrial and commercial machinery. Table 24 reports the number of companies importing from countries in Europe.

*Middle East.* There are 21 companies in the County involved in international trade with countries in the Middle East. Table 25 lists the countries in the Middle East in which firms in Hillsborough County reported as trading partners. Half of the companies are involved in trading with firms located in Saudi Arabia and one-third trade with firms

Bahrain
Israel
Jordan
Kuwait
Lebanon
Saudi Arabia

in Israel. All but two of the 21 companies trading with the Middle East export. The majority of firms exporting are manufacturers. Products exported include brooms, cigars, clothing and furniture. Appendix P provides a detailed list of products shipped to countries in the Middle East.

Only 3 firms report importing from the Middle East. These firms are wholesalers of groceries or chemicals and import from Israel.

*North America (Canada and Mexico).* There are 56 firms in Hillsborough County trading with Canada and Mexico. Table 26 lists the number of firms engaged in international activity with these two countries. Most firms engaged in exporting to Canada and Mexico are involved in manufacturing products. With the exception of chemicals, electronics and cigars exported to Canada and plastics to Mexico, similar products are shipped to both countries from area manufacturers. Appendix Q lists products exported to Canada and Mexico.

<i>Country</i>	<i>Total Exports</i>		<i>Imports</i>
Canada	31	24	7
Mexico	33	21	12

Imports from Canada and Mexico differ. Firms importing products from Canada are mainly engaged in producing industrial and commercial machinery and fabricated metal products. Those companies importing from Mexico include those that are wholesale traders of durable goods and manufacturers of medical equipment, cigars, and plastics.

*The Pacific.* Twelve firms in the database report trading with countries in The Pacific. Most companies export products to Australia and import goods from firms in New Zealand. More area manufacturers export to Australia than firms involved in wholesale/retail trade. Products exported from area manufacturers include cigars, polishes and transformers. Appendix R identifies products shipped to the Pacific. Only three firms import products from companies in the Pacific.



*South America.* Nearly 100 companies are engaged in trade with countries in South America. In total, 71 firms export and 18 import. Table 27 lists the number of firms trading with South American countries. More firms trade with Venezuela and Ecuador than with other countries South America. Venezuela is the top South American export market for area products. Many countries in South America have demand for similar products. Construction equipment and supplies, medical and hospital equipment, and food products are just a sample of the products in demand. Table 28 displays a list of products exported to several South American countries. Appendix S further details the products exported to individual countries.

Table 27.	
<b>Number of Firms Trading with South American Countries</b> (5 or more firms)	
Argentina	11
Brazil	13
Chile	12
Colombia	10
Ecuador	17
Peru	8
Venezuela	26

Table 28.	
<b>Products Exported to various South American Countries</b>	
Transportation Equip/Supplies	Argentina, Bolivia, Chile, Ecuador, Peru, Venezuela
Medical & Hospital Equip	Brazil, Ecuador, Paraguay, Venezuela
Construction Equip/Building Supplies	Bolivia, Chile, Colombia, Ecuador, Guyana, Peru
Industrial Machinery/Supplies	Argentina, Chile, Ecuador, Venezuela
Food Products	Colombia, Ecuador, Guyana, Peru, Venezuela

Most products imported from South America are delivered to firms in the wholesale trade industry. These firms include traders of clothing, fish and seafood, groceries, lumber, boats, and farm supplies. Manufacturers that import include those in the food, electronics and fabricated metal products industries. More firms in Brazil and Colombia export products to Hillsborough County companies than firms located in other South American countries.

## **Summary and Conclusions.**

The information in the GTCC – C100 database provides insight into the activities of firms in a number of industries that operate in Hillsborough County. Of particular interest is the light the numbers shed on Hillsborough County's role in international commerce. Some salient facts:

- > Manufacturing employment is a small portion of total employment in the County. Firms are small in terms of employment. Hillsborough County's industrial base is diverse. No one industry or type of product dominates the manufacturing or trade sector in the County. Rather, Hillsborough County's industrial structure is typical of a mature urban area with regional service capabilities.
- > Based on the data gathered, about 30 percent of the businesses in Hillsborough County participated in some form of international trade activity. There does not appear to be a concentration of trade activity within any one or a few industries. Rather the activity appears to be diversified across many industries. Those businesses that do participate in international trade are mature firms, averaging 33.5 years in business. These firms tend to pay above average wages in Hillsborough County.
- > The international marketing of Hillsborough County manufacturers appears to follow domestic marketing activities. Firms develop product markets developed at the firm level rather than at the industry or regional level. Firms produce one or more products that exhibit favorable price or quality advantages due to firm-specific technology, workforce or management skills, or marketing expertise. Longer-lived firms are more likely to export as, in the course of selling regionally or nationally, knowledge of the product spreads abroad. The lesson appears to be "Hillsborough County manufacturers that can market products domestically can develop foreign markets too".
- > Firms in trade appear to take advantage of international arbitrage opportunities. Wholesale and retail traders offer producers an alternative to selling abroad directly. They locate domestic products that are competitive abroad and sell to foreign buyers on a cost or a quality basis. As a result, a high percentage of goods go to customers located within a region. For example, more Hillsborough County companies trade with customers in the Caribbean region than in other regions of the world. This is mainly due to the proximity of Florida and Caribbean markets and therefore shippers enjoy shipping cost advantages.
- > Hillsborough County trade firms also import products from a number of countries. Imports of a wide variety of products are resold to customers for final consumption or utilized as inputs into local products.

In conclusion, foreign commerce in Hillsborough County capitalizes on comparative advantage arising at the firm level. Export activity is the adjunct to successful domestic marketing. Economic developers in the County should investigate means to facilitate the internationalization of profitable, product-driven firms that have developed successful regional or national markets. It must be remembered that wholesale and retail trading companies are also part of the international infrastructure in Hillsborough County.

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**Appendix A - Food and Kindred Products (SIC 20)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Asia	Thailand	FISH & SEAFOOD PROCESSORS: Fresh Or Frozen (2092)
Caribbean	Bahamas	ANIMAL & POULTRY FOOD: Livestock & Pet (2048)
		DAIRY PRDTS: Milk, Powdered (2023)
	Dominican Republic	FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
		FOOD PRDTS: Gelatin (2099)
		ICE (2097)
	Haiti	GREASES, TALLOW & INEDIBLE FATS (2077)
	Puerto Rico	TALLOW: Animal & Marine, Inedible (2077)
		ANIMAL & POULTRY FOOD: Livestock & Pet (2048)
		DAIRY PRDTS: Milk, Powdered (2023)
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
FOOD PRDTS: Gelatin (2099)		
Central America	Virgin Islands	MEAT PACKING (2011)
		MEAT PROCESSORS (2013)
	SLAUGHTERING (2011)	
	ICE (2097)	
	Honduras	GREASES, TALLOW & INEDIBLE FATS (2077)
TALLOW: Animal & Marine, Inedible (2077)		
Panama	GREASES, TALLOW & INEDIBLE FATS (2077)	
	ICE (2097)	
	TALLOW: Animal & Marine, Inedible (2077)	
Europe	United Kingdom	FOOD PRDTS, CANNED: Soups (2032)
		FOOD PRDTS, CANNED: Vegetables (2033)
		GREASES, TALLOW & INEDIBLE FATS (2077)
		TALLOW: Animal & Marine, Inedible (2077)
Latin America	Latin America	FISH & SEAFOOD PROCESSORS: Fresh Or Frozen (2092)
North America	Canada	ANIMAL & POULTRY FOOD SUPPLEMENTS (2048)
		FISH & SEAFOOD PROCESSORS: Fresh Or Frozen (2092)
South America	Colombia	DAIRY PRDTS: Milk, Powdered (2023)
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
		FOOD PRDTS: Gelatin (2099)
	Ecuador	DAIRY PRDTS: Milk, Powdered (2023)
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
		FOOD PRDTS: Gelatin (2099)
	Peru	ICE (2097)
	Venezuela	DAIRY PRDTS: Milk, Powdered (2023)
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
		FOOD PRDTS: Gelatin (2099)
GREASES, TALLOW & INEDIBLE FATS (2077)		
Worldwide	Worldwide	TALLOW: Animal & Marine, Inedible (2077)
		ANIMAL & POULTRY FOOD: Livestock & Pet (2048)
		FOOD PRDTS: Tomatoes (2033)

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**Appendix B - Fabricated Metal Products (SIC 34)**

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**Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>	
Africa	Africa	SOLAR EQPT (3433)	
	Egypt	BOXES: Metal (3499) SAFES, VAULTS & PARTS (3499)	
Asia	Asia	MARINE HARDWARE & ACCESS (3429) TANKS: Air (3443)	
	China	WIRE: Rope (3496)	
	Far East	ENGRAVING SVC (3479) TROPHIES, PLAQUES & MEDALS: Metal (3499)	
	India	WIRE: Rope (3496)	
	Korea	WIRE: Rope (3496)	
	Philippines	TROPHIES, PLAQUES & MEDALS: Metal (3499)	
	Caribbean	Bahamas	BUILDINGS: Prefabricated-Metal (3448) Metal Cans (3411) Metal Coating and Allied Services (3479) SOLAR EQPT (3433) Wire Springs (3495)
Bermuda		Wire Springs (3495)	
Cayman Islands		Metal Cans (3411)	
Haiti		SOLAR EQPT (3433)	
Leeward & Windward Islands		Metal Coating and Allied Services (3479)	
Puerto Rico		BOLTS (3452) BOLTS: Anchor (3452) BUILDINGS: Prefabricated-Metal (3448) CONCRETE REINFORCING MATERIAL (3496) Metal Cans (3411) STEEL SPECIALTIES (3499)	
Virgin Islands		BOLTS (3452) Wire Springs (3495) BOLTS: Anchor (3452) DOOR LOUVERS (3442)	
Central America		Central America	SOLAR EQPT (3433) STEEL FABRICATORS: Plate (3443) STEEL FABRICATORS: Structural (3441)
		Costa Rica	TROPHIES, PLAQUES & MEDALS: Metal (3499) BOLTS (3452) FASTENERS: Screws (3452) SCREWS: Thread Forming (3452)
		England	SAFES, VAULTS & PARTS (3499) BOXES: Metal (3499)
Europe		France	MARINE HARDWARE & ACCESS (3429)
		Germany	MARINE HARDWARE & ACCESS (3429)
		Italy	MARINE HARDWARE & ACCESS (3429)
	Russia	BOXES: Metal (3499)	

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Europe	Russia	SAFES, VAULTS & PARTS (3499)
	Turkey	BOXES: Metal (3499)
		SAFES, VAULTS & PARTS (3499)
		WIRE: Rope (3496)
	United Kingdom	BOLTS (3452)
		FASTENERS: Screws (3452)
		GATES (3446)
		HARDWARE (3429)
		SCREWS: Thread Forming (3452)
		BUILDINGS: Prefabricated-Metal (3448)
Latin America	Latin America	
Middle East	United Arab Emirates	COATING SVC (3479)
North America	Canada	HARDWARE (3429)
		GATES (3446)
	Mexico	FURNITURE PARTS & FRAMES: Metal (3499)
		BOXES: Metal (3499)
		FURNITURE PARTS & FRAMES: Metal (3499)
		SAFES, VAULTS & PARTS (3499)
South America	Ecuador	SOLAR EQPT (3433)
	South America	STEEL FABRICATORS: Plate (3443)
		STEEL FABRICATORS: Structural (3441)
		SOLAR EQPT (3433)
		MARINE HARDWARE & ACCESS (3429)
		TANKS: Air (3443)
The Pacific	Australia	MARINE HARDWARE & ACCESS (3429)
	New Zealand	MARINE HARDWARE & ACCESS (3429)
Worldwide	Worldwide	Valves and Pipe Fittings, NEC (3494)
		Fabricated Structural Metal (3441)
		Fluid Power Valves and Hose Fittings (3492)
		HARDWARE (3429)
		MARINE HARDWARE & ACCESS (3429)

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**Appendix C - Electronic Components (SIC 36)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC code)</b>
Africa	Africa	Motors and Generators (3621) LIGHTING FIXTURES: Street & Highway (3648)
	Algeria	TRAINING SIMULATORS (3699)
Asia	Asia	VOLTAGE REGULATORS (3612)
	India	Motors and Generators (3621)
	Japan	ELECTRONIC ASSEMBLERS (3679) TRAINING SIMULATORS (3699) TRANSFORMERS (3612)
	Thailand	TRAINING SIMULATORS (3699)
Caribbean	Bahamas	LIGHTING FIXTURES: Street & Highway (3648)
	Cayman Islands	Engine Electrical Equipment (3694)
	Dominican Republic	DISHWASHING EQPT: Household (3639) ELECTRONIC COMPONENTS (3679) SIGNALS: Signaling Eqpt (3669)
	Haiti	LIGHTING FIXTURES: Street & Highway (3648)
	Puerto Rico	BATTERIES: Storage (3691)
Central America	Virgin Islands	SIGNALS: Signaling Eqpt (3669)
	Belize	Engine Electrical Equipment (3694)
	Central America	LIGHTING FIXTURES: Street & Highway (3648) Motors and Generators (3621)
	Honduras	Engine Electrical Equipment (3694)
Europe	England	SOCKETS: Electronic (3679) CRYSTALS (3679) TRANSFORMERS (3612)
	Germany	ELECTRONIC ASSEMBLERS (3679) TRANSFORMERS (3612) CRYSTALS (3679)
	Russia	FLIGHT SIMULATORS (3699)
	United Kingdom	ELECTRONIC ASSEMBLERS (3679) SECURITY SYSTS & EQPT (3669)
	North America	Canada
South America	Mexico	CONTROL PANELS: Electrical (3613) Electronic Components, NEC (3679)
	Brazil	Electronic Components, NEC (3679)
	Chile	VOLTAGE REGULATORS (3612)
	Ecuador	LIGHTING FIXTURES: Street & Highway (3648) VOLTAGE REGULATORS (3612)
	South America	LIGHTING FIXTURES: Street & Highway (3648) Motors and Generators (3621)

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<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC code)</i>
The Pacific	Australia	TRANSFORMERS (3612)
Worldwide	Worldwide	RADIO EQPT & PARTS: NEC (3651)
		ELECTRONIC COMPONENTS (3679)
		MICROWAVE COMPONENTS (3679)
		MODEMS (3661)



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**Appendix D - Apparel Industry (SIC 23)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Asia	Japan	TABLECLOTHS & LINENS (2392)
	Philippines	RIBBONS: Decorating (2396)
Central America	Central America	CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
	Costa Rica	RIBBONS: Decorating (2396)
Europe	England	CLOTHING: Outerwear, Women's & Girls' NEC (2339)
	France	CLOTHING: Outerwear, Women's & Girls' NEC (2339)
	Italy	CLOTHING: Athletic & Sportswear, Women's & Girls' (2339)
		CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
	Portugal	CLOTHING: Outerwear, Women's & Girls' NEC (2339)
	United Kingdom	CLOTHING: Athletic & Sportswear, Women's & Girls' (2339)
		CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
Middle East	Saudi Arabia	CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
		CLOTHING: Outerwear, Women's & Girls' NEC (2339)
North America	Canada	TABLECLOTHS & LINENS (2392)
South America	South America	CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
	Venezuela	CLOTHING: Outerwear, Women's & Girls' NEC (2339)
Worldwide	Worldwide	Fabricated Textile Products, NEC (2399)

**Appendix E - Industrial and Commercial Machinery (SIC 35)**  
**Export Destination and Product Description**

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Africa	Africa	TRUCK REFRIGERATION UNITS (3585) TRAILERS & PARTS: Indl (3537)
	South Africa	TRAILERS & PARTS: Indl (3537) TRUCK REFRIGERATION UNITS (3585)
	Asia	CYLINDERS: Hydraulic (3593) CYLINDERS: Pneumatic (3593)
Asia	China	FILTERS: Intake (3569) DUST COLLECTING SYSTS & EQPT (3564) FILTERS: Air (3564)
	Taiwan	FILTRATION SYSTS & EQPT (3569)
	Carribbean	Bahamas Construction Machinery (3531)
Carribbean	Bermuda	Construction Machinery (3531)
	Dominican Republic	DISHWASHING EQPT: Indl (3589) FOOD PROCESSING & SVCS EQPT (3556)
	Puerto Rico	FILTRATION SYSTS & EQPT (3569) TOOLS: Precision (3545)
Central America	Central America	POWER UNITS: Hydraulic (3511) PUMPS (3561) IRRIGATION SYSTS & EQPT (3523) FIRE PROTECTION EQPT (3569) COMPRESSORS: Air & Gas (3563) PUMPING SYSTS (3561)
	Costa Rica	MACHINERY: Farm (3523)
	Europe	England
France		FILTRATION SYSTS & EQPT (3569)
Germany		CLEANING EQPT: Indl (3589) MACHINERY: Custom Built (3549) MACHINERY: Specialty (3559)
Europe	Italy	MACHINERY: Farm (3523)
	Spain	FILTRATION SYSTS & EQPT (3569)
	Switzerland	MACHINERY: Farm (3523)
Europe	Turkey	FILTRATION SYSTS & EQPT (3569)
	United Kingdom	Commercial Laundry Equipment (3582)
	Latin America	Latin America
Middle East		Kuwait MACHINERY: Packaging (3565)
Middle East		Middle East CLEANING EQPT: Indl (3589)
North America	Canada	MACHINERY: Specialty (3559) REMANUFACTURED METAL PRDTS (3559) PUMPS (3561)

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC Code)</i></b>
North America	Canada	MACHINERY: Extruding (3542)
		FOOD PROCESSING & SVCS EQPT (3556)
		FILTRATION SYSTS & EQPT (3569)
		DISHWASHING EQPT: Indl (3589)
		COMPRESSORS: Air & Gas (3563)
		ACTUATORS (3593)
		PUMPS: Vacuum (3561)
	Mexico	TRUCK REFRIGERATION UNITS (3585)
		ACTUATORS (3593)
		COMPRESSORS: Air & Gas (3563)
		FILTRATION SYSTS & EQPT (3569)
		FOOD PROCESSING & SVCS EQPT (3556)
		MACHINERY: Packaging (3565)
		TRAILERS & PARTS: Indl (3537)
South America	Argentina	FILTRATION SYSTS & EQPT (3569)
	Brazil	MACHINERY: Packaging (3565)
	Peru	FILTRATION SYSTS & EQPT (3569)
	South America	POWER UNITS: Hydraulic (3511)
		PUMPS (3561)
		MACHINERY: Specialty (3559)
	MACHINERY: Farm (3523)	
	IRRIGATION SYSTS & EQPT (3523)	
	CYLINDERS: Pneumatic (3593)	
	CYLINDERS: Hydraulic (3593)	
	COMPRESSORS: Air & Gas (3563)	
Worldwide	Worldwide	VENTILATION EQPT (3564)
		DEHYDRATION EQPT (3556)
		DEWATERERS (3531)
		DIES: Rubber (3544)
		FANS: Exhaust & Ventilating (3564)
		FOOD PROCESSING & SVCS EQPT (3556)
		MACHINERY: Grinding (3541)
		MACHINERY: Packaging (3565)
		AIR CLEANING & PURIFYING EQPT & SYSTS (3564)

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**Appendix F - Chemical Products (SIC 28)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Asia	Hong Kong	House Paints (2851)
	Pacific Rim	INK: Printing (2893)
	Vietnam	PAINTS: Enamel (2851)
		PAINTS: Indl (2851)
Caribbean	Caribbean Islands	PAINTS: Latex (2851)
		RESINS (2821)
		Adhesives and Sealants (2891)
	Cayman Islands	COATINGS: Plastic (2821)
		Printing Ink (2893)
		PAINTS: Latex (2851)
Central America	Costa Rica	PAINTS: Enamel (2851)
		PAINTS: Indl (2851)
		PAINTS: Latex (2851)
Europe	Spain	House Paints (2851)
	United Kingdom	INK: Printing (2893)
Middle East	Jordan	AUTOMOBILE: Cleaning Agents (2842)
North America	Canada	POLISHES (2842)
		COATINGS: Plastic (2821)
		MICROBIOLOGICAL PRDTS (2836)
South America	Peru	RESINS (2821)
		RESINS (2821)
The Pacific	Australia	COATINGS: Plastic (2821)
		POLISHES (2842)
		AUTOMOBILE: Cleaning Agents (2842)
Worldwide	Worldwide	MICROBIOLOGICAL PRDTS (2836)
		RESINS (2821)
		ADHESIVES (2891)
		Adhesives and Sealants (2891)
		Agricultural Chemicals, NEC (2879)
EPOXY COMPOUNDS & COATINGS (2851)		

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**Appendix G - Durable Goods (SIC 50)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Africa	Africa	Transportation Equipment and Supplies (5088)
	Egypt	Importing/Exporting Firms (5098) Metals Service Centers and Offices (5051)
	South Africa	Transportation Equipment and Supplies (5088)
Asia	Hong Kong	Gravel (5032)
	Japan	Metals Service Centers and Offices (5051)
	Singapore	Transportation Equipment and Supplies (5088)
Caribbean	Bahamas	Lumber, Plywood, and Millwork (5031)
		Motor Vehicle Supplies and New Parts (5013)
		Industrial Supplies (5085)
		Industrial Machinery and Equipment (5084)
		Industrial Machinery and Equipment (5084)
		Hardware (5072)
		Gravel (5032)
		Brick, Stone, and Related Materials (5032)
		Furniture (5021)
		Importing/Exporting Firms (5098)
		Service Establishment Equipment (5087)
		Brick, Stone, and Related Materials (5032)
		Hardware (5072)
		Industrial Machinery and Equipment (5084)
		Hardware (5072)
Service Establishment Equipment (5087)		
Importing/Exporting Firms (5098)		
Refrigeration Equipment and Supplies (5078)		
Refrigeration Equipment and Supplies (5078)		
Service Establishment Equipment (5087)		
Importing/Exporting Firms (5098)		
Refrigeration Equipment and Supplies (5078)		
Service Establishment Equipment (5087)		
Importing/Exporting Firms (5098)		
Service Establishment Equipment (5087)		
Industrial Machinery and Equipment (5084)		
Metals Service Centers and Offices (5051)		
Electrical Apparatus and Equipment (5063)		
Refrigeration Equipment and Supplies (5078)		
Construction and Mining Machinery (5082)		
Commercial Equipment, NEC (5046)		
Brick, Stone, and Related Materials (5032)		
Hardware (5072)		
Motor Vehicle Supplies and New Parts (5013)		
Importing/Exporting Firms (5098)		
Industrial Machinery and Equipment (5084)		
Industrial Machinery and Equipment (5084)		
Construction and Mining Machinery (5082)		

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Caribbean	Jamaica	Importing/Exporting Firms (5098)
	Leeward & Windward Islands	Hardware (5072)
		Importing/Exporting Firms (5098)
	Netherlands Antilles	Industrial Supplies (5085)
		Metals Service Centers and Offices (5051)
		Industrial Supplies (5085)
	Puerto Rico	Motor Vehicle Supplies and New Parts (5013)
		Brick, Stone, and Related Materials (5032)
		Hardware (5072)
		Industrial Supplies (5085)
	Trinidad & Tobago	Industrial Supplies (5085)
	Turks Islands	Lumber, Plywood, and Millwork (5031)
	Virgin Islands	Motor Vehicle Supplies and New Parts (5013)
		Brick, Stone, and Related Materials (5032)
Commercial Equipment, NEC (5046)		
Hardware (5072)		
Central America	Belize	Industrial Machinery and Equipment (5084)
		Industrial Supplies (5085)
	Central America	Hardware (5072)
		Importing/Exporting Firms (5098)
		Refrigeration Equipment and Supplies (5078)
		Electrical Apparatus and Equipment (5063)
	Costa Rica	Automobiles and Other Motor Vehicles (5012)
		Construction and Mining Machinery (5082)
		Hardware (5072)
		Importing/Exporting Firms (5098)
	El Salvador	Industrial Supplies (5085)
		Importing/Exporting Firms (5098)
		Automobiles and Other Motor Vehicles (5012)
		Automobiles and Other Motor Vehicles (5012)
Honduras	Hardware (5072)	
	Importing/Exporting Firms (5098)	
	Industrial Supplies (5085)	
	Medical and Hospital Equipment (5047)	
Panama	Importing/Exporting Firms (5098)	
	Industrial Supplies (5085)	
	Construction and Mining Machinery (5082)	
	Motor Vehicle Parts, Used (5015)	
Europe	Austria	Importing/Exporting Firms (5098)
	Belgium	Motor Vehicle Supplies and New Parts (5013)
	France	Construction and Mining Machinery (5082)
		Importing/Exporting Firms (5098)
	Greece	Metals Service Centers and Offices (5051)
	Russia	Importing/Exporting Firms (5098)
Transportation Equipment and Supplies (5088)		

<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC Code)</i>	
Middle East	Israel	Transportation Equipment and Supplies (5088)	
	Jordan	Importing/Exporting Firms (5098)	
	Middle East		Metals Service Centers and Offices (5051)
			Importing/Exporting Firms (5098)
	Saudi Arabia		Importing/Exporting Firms (5098)
			Metals Service Centers and Offices (5051)
United Arab Emirates	Metals Service Centers and Offices (5051)		
North America	Canada	Importing/Exporting Firms (5098)	
	Mexico		Refrigeration Equipment and Supplies (5078)
			Construction and Mining Machinery (5082)
			Motor Vehicle Supplies and New Parts (5013)
			Industrial Supplies (5085)
			Hardware (5072)
	Importing/Exporting Firms (5098)		
South America	Argentina	Industrial Supplies (5085)	
		Transportation Equipment and Supplies (5088)	
	Bolivia	Transportation Equipment and Supplies (5088)	
	Brazil	Medical and Hospital Equipment (5047)	
	Chile		Transportation Equipment and Supplies (5088)
			Industrial Supplies (5085)
			Construction and Mining Machinery (5082)
			Importing/Exporting Firms (5098)
			Industrial Machinery and Equipment (5084)
			Motor Vehicle Parts, Used (5015)
			Transportation Equipment and Supplies (5088)
			Medical and Hospital Equipment (5047)
			Industrial Supplies (5085)
			Importing/Exporting Firms (5098)
	Paraguay		Construction and Mining Machinery (5082)
			Medical and Hospital Equipment (5047)
			Importing/Exporting Firms (5098)
	Peru		Construction and Mining Machinery (5082)
			Importing/Exporting Firms (5098)
	South America		Transportation Equipment and Supplies (5088)
			Electrical Apparatus and Equipment (5063)
		Importing/Exporting Firms (5098)	
		Construction and Mining Machinery (5082)	
		Refrigeration Equipment and Supplies (5078)	
		Construction Materials, NEC (5039)	
Uruguay	Medical and Hospital Equipment (5047)		
Venezuela		Medical and Hospital Equipment (5047)	
		Transportation Equipment and Supplies (5088)	
		Motor Vehicle Supplies and New Parts (5013)	
		Metals Service Centers and Offices (5051)	
		Industrial Supplies (5085)	
	Industrial Machinery and Equipment (5084)		

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC Code)</i></b>
South America	Venezuela	Importing/Exporting Firms (5098) Electronic Parts and Equipment (5065) Motor Vehicle Parts, Used (5015)
The Pacific	Australia	Motor Vehicle Supplies and New Parts (5013) Transportation Equipment and Supplies (5088)
	New Zealand	Transportation Equipment and Supplies (5088)
Worldwide	Worldwide	Metals Service Centers and Offices (5051) Automobiles and Other Motor Vehicles (5012)



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**Appendix H - Non-Durable Goods (SIC 51)****Export Destination and Product Description**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCTS (SIC Code)</b>
Africa	Africa	Chemicals and Allied Products, NEC (5169)
	Egypt	Fish and Seafoods (5146)
Asia	Far East	Chemicals and Allied Products, NEC (5169)
Carribbean	Bahamas	Fish and Seafoods (5146)
	Caribbean Islands	Chemicals and Allied Products, NEC (5169)
		Nondurable Goods, NEC (5199)
	Dominican Republic	Clothing, Wholesale & Manufacturers (5136)
		Farm-Product Raw Materials, NEC (5159)
Leeward & Windward Islands	Meats and Meat Products (5147)	
Central America	Puerto Rico	Groceries, General Line (5141)
	Central America	Chemicals and Allied Products, NEC (5169)
		Nondurable Goods, NEC (5199)
	Honduras	Clothing, Wholesale & Manufacturers (5136)
	Farm-Product Raw Materials, NEC (5159)	
Europe	Panama	Chemicals and Allied Products, NEC (5169)
	France	Fish and Seafoods (5146)
	Italy	Clothing, Wholesale & Manufacturers (5136)
		Fish and Seafoods (5146)
United Kingdom	Clothing, Wholesale & Manufacturers (5136)	
Middle East	Middle East	Chemicals and Allied Products, NEC (5169)
North America	Canada	Groceries, General Line (5141)
	Mexico	Fish and Seafoods (5146)
South America	Chile	Chemicals and Allied Products, NEC (5169)
	Guyana	Fish and Seafoods (5146)
	Peru	Clothing, Wholesale & Manufacturers (5136)
	South America	Chemicals and Allied Products, NEC (5169)
		Groceries, General Line (5141)
	Nondurable Goods, NEC (5199)	
Worldwide	Venezuela	Fish and Seafoods (5146)
	Worldwide	Farm Supplies (5191)
		Chemicals and Allied Products, NEC (5169)

**Appendix I - Retail Traders (SIC 52-59)**  
**Export Destination and Product Description**

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCTS (SIC Code)</b>	
Africa	Africa	Recreational Vehicle Dealers (5561) New and Used Car Dealers (5511)	
	Egypt	New and Used Car Dealers (5511)	
Asia	Korea	Sporting Goods and Bicycle Shops (5941)	
	Taiwan	Sporting Goods and Bicycle Shops (5941)	
Caribbean	Bahamas	Eating Places (5812) Lumber and Other Building Materials (5211) Paint, Glass, and Wallpaper Stores (5231) Sporting Goods and Bicycle Shops (5941)	
	Caribbean Islands	Lumber and Other Building Materials (5211)	
	Cayman Islands	Used and Antique Car Dealers (5521) Lumber and Other Building Materials (5211) New and Used Car Dealers (5511) Sporting Goods and Bicycle Shops (5941)	
	Dominican Republic	New and Used Car Dealers (5511)	
	Jamaica	New and Used Car Dealers (5511) Miscellaneous Apparel and Accessory Stores (5699)	
	Leeward & Windward Islands	Sporting Goods and Bicycle Shops (5941)	
	Netherlands Antilles	Stationery Stores (5943)	
	Puerto Rico	New and Used Car Dealers (5511)	
	Virgin Islands	New and Used Car Dealers (5511) Stationery Stores (5943)	
	Central America	Belize	Used and Antique Car Dealers (5521)
		Central America	Lumber and Other Building Materials (5211) Miscellaneous Apparel and Accessory Stores (5699) Sporting Goods and Bicycle Shops (5941)
		Costa Rica	New and Used Car Dealers (5511) Eating Places (5812) Used and Antique Car Dealers (5521)
		Honduras	New and Used Car Dealers (5511) Sporting Goods and Bicycle Shops (5941) Lumber and Other Building Materials (5211)
		Panama	New and Used Car Dealers (5511)
		Europe	Belgium
England	Recreational Vehicle Dealers (5561)		
Finland	Recreational Vehicle Dealers (5561)		
France	Motorcycle Dealers (5571) Recreational Vehicle Dealers (5561)		
Germany	Motorcycle Dealers (5571) New and Used Car Dealers (5511) Recreational Vehicle Dealers (5561)		
Norway	Recreational Vehicle Dealers (5561)		
Spain	Motorcycle Dealers (5571)		

**Appendix J - Number of Companies involved in International Trade in Countries  
by Region**

Region	Country	# of Export	# of Import	# Import/ Export
<i>Africa</i>	Africa	10	7	3
	Algeria	2	1	1
	Cameroon	1	0	1
	Egypt	6	6	0
	Morocco	2	0	2
	South Africa	4	2	2
<i>Asia</i>	Asia	5	3	2
	China	19	3	16
	Far East	3	2	1
	Hong Kong	21	4	17
	India	8	2	6
	Indonesia	5	0	5
	Japan	27	6	19
	Korea	12	2	10
	Malaysia	5	1	4
	Pacific Rim	1	1	0
	Pakistan	1	0	1
	Philippines	12	2	10
	Singapore	4	2	2
	Taiwan	25	2	23
	Thailand	11	2	9
	Vietnam	1	1	0
	Caribbean	Aruba	1	0
Bahamas		38	34	1
Barbados		5	4	1
Bermuda		9	8	1
Caribbean		15	14	1
Cayman Islands		32	29	2
Dominican		19	11	6
Haiti		4	3	1
Jamaica		14	11	2
Leeward & Martinique		10	8	1
Netherlands		1	1	0
Netherlands		8	6	1
Puerto Rico		29	24	4
Trinidad & Turks Islands		2	2	0
Turks Islands		2	2	0
Virgin Islands		17	17	0
West Indies		3	2	1
Central America	Belize	4	4	0
	Central America	25	21	3
	Costa Rica	26	20	5
	El Salvador	7	6	1
	Guatemala	4	0	4
	Honduras	22	13	7
	Nicaragua	1	1	0
Panama	14	13	1	

Region	Country	Total	Export	Import	Import/Export	
Europe	Austria	3	2	1	0	
	Belgium	8	4	4	0	
	Bulgaria	1	1	0	0	
	Czech Republic	1	0	1	0	
	Denmark	2	0	2	0	
	Europe	5	0	5	0	
	Finland	1	1	0	0	
	France	17	10	7	0	
	Germany	25	14	10	1	
	Greece	5	1	3	1	
	Italy	22	4	18	0	
	Netherlands	8	0	8	0	
	Norway	4	3	1	0	
	Poland	1	0	1	0	
	Portugal	3	1	2	0	
	Russia	5	5	0	0	
	Spain	11	3	8	0	
	Sweden	4	2	2	0	
	Switzerland	4	2	2	0	
	Turkey	7	4	3	0	
United Kingdom	38	25	13	0		
Latin America	Latin America	4	4	0	0	
Middle East	Bahrain	1	1	0	0	
	Israel	6	3	3	0	
	Jordan	3	3	0	0	
	Kuwait	2	2	0	0	
	Lebanon	2	2	0	0	
	Middle East	6	6	0	0	
	Saudi Arabia	10	10	0	0	
	United Arab	2	2	0	0	
	North America	Canada	31	24	7	0
		Mexico	33	21	12	0
South America	Argentina	11	8	3	0	
	Bolivia	2	2	0	0	
	Brazil	13	2	10	1	
	Chile	12	8	4	0	
	Colombia	10	2	8	0	
	Ecuador	17	13	4	0	
	French Guiana	1	0	1	0	
	Guyana	3	3	0	0	
	Paraguay	3	2	1	0	
	Peru	8	6	1	1	
	South America	34	28	5	1	
	Uruguay	2	1	1	0	
	Venezuela	26	21	4	1	
The Pacific	Australia	10	9	1	0	
	New Zealand	4	2	2	0	
Worldwide	Worldwide	40	32	6	2	

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**Appendix K - Exports to Africa**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC CODE)</b>
Africa	Africa	Chemicals and Allied Products, NEC (5169) LIGHTING FIXTURES: Street & Highway (3648) Motors and Generators (3621) New and Used Car Dealers (5511) Recreational Vehicle Dealers (5561) SOLAR EQPT (3433) TRAILERS & PARTS: Indl (3537) Transportation Equipment and Supplies (5088) TRUCK BODIES: Body Parts (3713) TRUCK REFRIGERATION UNITS (3585)
	Algeria	TRAINING SIMULATORS (3699)
	Egypt	BOXES: Metal (3499) Fish and Seafoods (5146) Importing/Exporting Firms (5098) Metals Service Centers and Offices (5051) New and Used Car Dealers (5511) SAFES, VAULTS & PARTS (3499) WINDOWS: Drive-In (3231)
	South Africa	TRAILERS & PARTS: Indl (3537) Transportation Equipment and Supplies (5088) TRUCK BODIES: Body Parts (3713) TRUCK REFRIGERATION UNITS (3585)

***Appendix L - Exports to Asia***

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC CODE)</i></b>
Asia	Asia	CYLINDERS: Hydraulic (3593) CYLINDERS: Pneumatic (3593) MARINE HARDWARE & ACCESS (3429) TANKS: Air (3443) VOLTAGE REGULATORS (3612)
	China	DUST COLLECTING SYSTS & EQPT (3564) FILTERS: Air (3564) FILTERS: Intake (3569) WIRE MATERIALS: Steel (3315) WIRE: Rope (3496)
	Far East	CASES: Display (2541) Chemicals and Allied Products, NEC (5169) ENGRAVING SVC (3479) TROPHIES, PLAQUES & MEDALS: Metal (3499)
	Hong Kong	Cigars (2121) Gravel (5032) House Paints (2851)
	India	Motors and Generators (3621) WIRE MATERIALS: Steel (3315) WIRE: Rope (3496)
	Japan	Bags: Uncoated Paper and Multiwall (2674) Cigars (2121) ELECTRONIC ASSEMBLERS (3679) LITHOGRAPH: Color Separation (2796) Metals Service Centers and Offices (5051) PRINTING: Screen (2759) TABLECLOTHS & LINENS (2392) TRAINING SIMULATORS (3699) TRANSFORMERS (3612)
	Korea	Sporting Goods and Bicycle Shops (5941) WIRE MATERIALS: Steel (3315) WIRE: Rope (3496)
	Malaysia	Bags: Uncoated Paper and Multiwall (2674)
	Pacific Rim	INK: Printing (2893)
	Philippines	ADVERTISING SPECIALTIES (3993) RIBBONS: Decorating (2396) TROPHIES, PLAQUES & MEDALS: Metal (3499)
	Singapore	Brooms and Brushes (3991) Transportation Equipment and Supplies (5088)
	Taiwan	FILTRATION SYSTS & EQPT (3569) Sporting Goods and Bicycle Shops (5941)
	Thailand	FISH & SEAFOOD PROCESSORS: Fresh Or Frozen (2092) TRAINING SIMULATORS (3699)
	Vietnam	PAINTS: Enamel (2851)

<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC CODE)</i>
Asia	Vietnam	PAINTS: Indl (2851) PAINTS: Latex (2851)

***Appendix M - Exports to the Caribbean***

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC CODE)</i></b>
Caribbean	Bahamas	ABRASIVES (3291)
		ANIMAL & POULTRY FOOD: Livestock & Pet (2048)
		Bags: Plastics, Laminated, and Coated (2673)
		Bags: Uncoated Paper and Multiwall (2674)
		Brick, Stone, and Related Materials (5032)
		BUILDINGS: Prefabricated-Metal (3448)
		Cigars (2121)
		Construction Machinery (3531)
		Eating Places (5812)
		Fish and Seafoods (5146)
		Furniture (5021)
		Gravel (5032)
		Hardware (5072)
		Importing/Exporting Firms (5098)
		Industrial Machinery and Equipment (5084)
		Industrial Machinery and Equipment (5084)
		Industrial Supplies (5085)
		LIGHTING FIXTURES: Street & Highway (3648)
		Lubricating Oils and Greases (2992)
		Lumber and Other Building Materials (5211)
		Lumber, Plywood, and Millwork (5031)
		Metal Cans (3411)
		Metal Coating and Allied Services (3479)
		Motor Vehicle Supplies and New Parts (5013)
		Nonresidential Construction, NEC (1542)
		Paint, Glass, and Wallpaper Stores (5231)
		Paper Coated and Laminated, NEC (2672)
		Paper Mills (2621)
		PLASTICS: Pellets & Granules (3089)
		ROOFING MATERIALS (2952)
		Service Establishment Equipment (5087)
		SOLAR EQPT (3433)
		Sporting Goods and Bicycle Shops (5941)
		Structural Steel Erection (1791)
		Unsupported Plastics Profile Shapes (3082)
		Wire Springs (3495)
		X-ray Apparatus and Tubes (3844)
		Barbados
		Hardware (5072)
		Industrial Machinery and Equipment (5084)
	Nonresidential Construction, NEC (1542)	
Bermuda	Cigars (2121)	
	Construction Machinery (3531)	



<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC CODE)</i>
Caribbean	Bermuda	Hardware (5072) Importing/Exporting Firms (5098) Refrigeration Equipment and Supplies (5078) Service Establishment Equipment (5087) Wire Springs (3495)
	Caribbean Islands	Adhesives and Sealants (2891) Aluminum Extruded Products (3354) Carpets and Rugs (2273) CELLOPHANE PRDTS (3089) Chemicals and Allied Products, NEC (5169) COATINGS: Plastic (2821) DESKTOP PUBLISHING (2791) Furniture and Fixtures, NEC (2599) Importing/Exporting Firms (5098) Lumber and Other Building Materials (5211) Nondurable Goods, NEC (5199) PAPER PRDTS (2621) PRINTING: Screen (2759) Refrigeration Equipment and Supplies (5078) RESINS (2821) Service Establishment Equipment (5087) TYPESETTING SVC: Computer (2791)
	Cayman Islands	Bags: Uncoated Paper and Multiwall (2674) Brick, Stone, and Related Materials (5032) Cigars (2121) Commercial Equipment, NEC (5046) Construction and Mining Machinery (5082) Electrical Apparatus and Equipment (5063) Engine Electrical Equipment (3694) FURNITURE: Restaurant (2599) GYPSUM PRDTS (3275) Hardware (5072) Importing/Exporting Firms (5098) Industrial Machinery and Equipment (5084) Lumber and Other Building Materials (5211) Metal Cans (3411) Metals Service Centers and Offices (5051) New and Used Car Dealers (5511) PAINTS: Enamel (2851) PAINTS: Indl (2851) PAINTS: Latex (2851) Paper Mills (2621) Printing Ink (2893) Refrigeration Equipment and Supplies (5078) Service Establishment Equipment (5087) Sporting Goods and Bicycle Shops (5941)

<i><b>REGION</b></i>	<i><b>COUNTRY</b></i>	<i><b>PRODUCT (SIC CODE)</b></i>	
Carribbean	Cayman Islands	Structural Steel Erection (1791)	
		Unsupported Plastics Profile Shapes (3082)	
		Used and Antique Car Dealers (5521)	
		WOOD PRDTS (2499)	
		Wood Preserving (2491)	
		Dominican Republic	Brooms and Brushes (3991)
			Clothing, Wholesale & Manufacturers (5136)
			DAIRY PRDTS: Milk, Powdered (2023)
			DESKTOP PUBLISHING (2791)
			DISHWASHING EQPT: Household (3639)
	DISHWASHING EQPT: Indl (3589)		
	ELECTRONIC COMPONENTS (3679)		
	Farm-Product Raw Materials, NEC (5159)		
	FOOD FLAVORINGS, EXTRACTS & COLORS (2087)		
	FOOD PRDTS: Gelatin (2099)		
	FOOD PROCESSING & SVCS EQPT (3556)		
	ICE (2097)		
	Importing/Exporting Firms (5098)		
	Industrial Machinery and Equipment (5084)		
	Motor Vehicle Supplies and New Parts (5013)		
	New and Used Car Dealers (5511)		
	PRINTING: Screen (2759)		
	SIGNALS: Signaling Eqpt (3669)		
	TYPESETTING SVC: Computer (2791)		
	Haiti	GREASES, TALLOW & INEDIBLE FATS (2077)	
		LIGHTING FIXTURES: Street & Highway (3648)	
		SOLAR EQPT (3433)	
	Jamaica	TALLOW: Animal & Marine, Inedible (2077)	
		Bags: Uncoated Paper and Multiwall (2674)	
		Brooms and Brushes (3991)	
		Construction and Mining Machinery (5082)	
		Importing/Exporting Firms (5098)	
		Industrial Machinery and Equipment (5084)	
		Miscellaneous Apparel and Accessory Stores (5699)	
		New and Used Car Dealers (5511)	
		Nonresidential Construction, NEC (1542)	
		Structural Steel Erection (1791)	
Leeward & Windward Islands		Hardware (5072)	
		Heavy Construction, NEC (1629)	
		Importing/Exporting Firms (5098)	
		Lubricating Oils and Greases (2992)	
	Meats and Meat Products (5147)		
	Metal Coating and Allied Services (3479)		
	Sporting Goods and Bicycle Shops (5941)		
	Structural Steel Erection (1791)		
Martinique	Cigars (2121)		

<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC CODE)</i>	
Carribbean	Netherlands Antilles	Cigars (2121)	
		General Automotive Repair Shops (7538)	
		Industrial Supplies (5085)	
		Metals Service Centers and Offices (5051)	
		Signs and Advertising Specialties (3993)	
		Stationery Stores (5943)	
		Structural Steel Erection (1791)	
		Puerto Rico	ANIMAL & POULTRY FOOD: Livestock & Pet (2048)
			AUTOMOBILE SVC & REPAIR PRDTS (3714)
			BATTERIES: Storage (3691)
	BOLTS (3452)		
	BOLTS: Anchor (3452)		
	Brick, Stone, and Related Materials (5032)		
	BUILDINGS: Prefabricated-Metal (3448)		
	CONCRETE REINFORCING MATERIAL (3496)		
	Corrugated and Solid Fiber Boxes (2653)		
	DAIRY PRDTS: Milk, Powdered (2023)		
	FILTRATION SYSTS & EQPT (3569)		
	FOOD FLAVORINGS, EXTRACTS & COLORS (2087)		
	FOOD PRDTS: Gelatin (2099)		
	Groceries, General Line (5141)		
	Hardware (5072)		
	Heavy Construction, NEC (1629)		
	Industrial Supplies (5085)		
	Lumber and Other Building Materials (2992)		
	MEAT PACKING (2011)		
	MEAT PROCESSORS (2013)		
	Metal Cans (3411)		
	Motor Vehicle Supplies and New Parts (5013)		
	New and Used Car Dealers (5511)		
	Paper Mills (2621)		
	Primary Aluminum (3334)		
	Signs and Advertising Specialties (3993)		
	SLAUGHTERING (2011)		
	STEEL SPECIALTIES (3499)		
	TOOLS: Precision (3545)		
	Trinidad & Tobago		Aluminum Extruded Products (3354)
		Industrial Supplies (5085)	
	Turks Islands	Lumber, Plywood, and Millwork (5031)	
	Virgin Islands	BOLTS (3452)	
BOLTS: Anchor (3452)			
Brick, Stone, and Related Materials (5032)			
Commercial Equipment, NEC (5046)			
DOOR LOUVERS (3442)			
DOORS: Folding (3089)			
DOORS: Wooden (2431)			

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC CODE)</i></b>	
Caribbean	Virgin Islands	Hardware (5072)	
		ICE (2097)	
		Industrial Machinery and Equipment (5084)	
		Industrial Supplies (5085)	
		Motor Vehicle Supplies and New Parts (5013)	
		New and Used Car Dealers (5511)	
		Nonresidential Construction, NEC (1542)	
		Primary Aluminum (3334)	
		SIGNALS: Signaling Eqpt (3669)	
		Stationery Stores (5943)	
		Wire Springs (3495)	
		West Indies	Bags: Uncoated Paper and Multiwall (2674)
			Corrugated and Solid Fiber Boxes (2653)

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*Appendix N - Exports to Central America*

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<i>REGION</i>	<i>COUNTRY</i>	<i>PRODUCT (SIC CODE)</i>
Central America	Belize	Engine Electrical Equipment (3694) Hardware (5072) Nonresidential Construction, NEC (1542) Used and Antique Car Dealers (5521)
	Central America	Bags: Uncoated Paper and Multiwall (2674) Carpets and Rugs (2273) CELLOPHANE PRDTS (3089) Chemicals and Allied Products, NEC (5169) CLOTHING: Athletic & Sportswear, Men's & Boys' (2329) COMPRESSORS: Air & Gas (3563) CONTROLS: NEC (3822) Electrical Apparatus and Equipment (5063) FIRE PROTECTION EQPT (3569) Importing/Exporting Firms (5098) IRRIGATION SYSTS & EQPT (3523) LIGHTING FIXTURES: Street & Highway (3648) Lumber and Other Building Materials (5211) Miscellaneous Apparel and Accessory Stores (5699) Motors and Generators (3621) Nondurable Goods, NEC (5199) PAPER PRDTS (2621) POWER UNITS: Hydraulic (3511) PRINTING: Flexographic (2759) PUMPING SYSTS (3561) PUMPS (3561) RAILROAD EQPT & PARTS (3743) Refrigeration Equipment and Supplies (5078) SOLAR EQPT (3433) Sporting Goods and Bicycle Shops (5941) STEEL FABRICATORS: Plate (3443) STEEL FABRICATORS: Structural (3441)
	Costa Rica	ADVERTISING SPECIALTIES (3993) Automobiles and Other Motor Vehicles (5012) BOLTS (3452) Brooms and Brushes (3991) Carpets and Rugs (2273) Construction and Mining Machinery (5082) Eating Places (5812) Equipment Rental and Leasing, NEC (7359) FASTENERS: Screws (3452) Hardware (5072) Importing/Exporting Firms (5098) Industrial Supplies (5085)

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC CODE)</b>
Central America	Costa Rica	MACHINERY: Farm (3523) New and Used Car Dealers (5511) PAINTS: Enamel (2851) PAINTS: Indl (2851) PAINTS: Latex (2851) Primary Aluminum (3334) RIBBONS: Decorating (2396) SCREWS: Thread Forming (3452) Transportation Equipment and Supplies (5088) TROPHIES, PLAQUES & MEDALS: Metal (3499) Used and Antique Car Dealers (5521)
	El Salvador	Automobiles and Other Motor Vehicles (5012) Importing/Exporting Firms (5098) Industrial Supplies (5085) Lubricating Oils and Greases (2992) Structural Steel Erection (1791)
	Honduras	Automobiles and Other Motor Vehicles (5012) Brooms and Brushes (3991) Clothing, Wholesale & Manufacturers (5136) Engine Electrical Equipment (3694) Farm-Product Raw Materials, NEC (5159) GREASES, TALLOW & INEDIBLE FATS (2077) Hardware (5072) Importing/Exporting Firms (5098) Industrial Supplies (5085) Lubricating Oils and Greases (2992) Lumber and Other Building Materials (5211) Medical and Hospital Equipment (5047) New and Used Car Dealers (5511) Sporting Goods and Bicycle Shops (5941) TALLOW: Animal & Marine, Inedible (2077)
	Nicaragua	Brooms and Brushes (3991)
	Panama	Brooms and Brushes (3991) Chemicals and Allied Products, NEC (5169) Construction and Mining Machinery (5082) Furniture and Fixtures, NEC (2599) GREASES, TALLOW & INEDIBLE FATS (2077) Highway and Street Construction (1611) ICE (2097) Importing/Exporting Firms (5098) Industrial Supplies (5085) Lubricating Oils and Greases (2992) Motor Vehicle Parts, Used (5015) New and Used Car Dealers (5511) TALLOW: Animal & Marine, Inedible (2077)

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**Appendix O - Exports to Europe**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Europe	Austria	Highway and Street Construction (1611) Importing/Exporting Firms (5098)
	Belgium	Cigars (2121) General Automotive Repair Shops (7538) Motor Vehicle Supplies and New Parts (5013) New and Used Car Dealers (5511)
	Bulgaria	CABINETS: Custom Made (2434) CABINETS: Wood, Household (2434) FURNITURE: Office, Wood (2521)
	England	BOOTS: Women's & Girl's (3144) BOXES: Metal (3499) CLEANING EQPT: Indl (3589) CLOTHING: Outerwear, Women's & Girls' NEC (2339) Commercial Printing, Lithographic (2752) CRYSTALS (3679) ENCLOSURES: Plastic (3089) FILTRATION SYSTS & EQPT (3569) LEATHER GOODS (3172) MACHINERY: Specialty (3559) OSCILLATORS: (See Also Crystals) (3825) PLASTICS: Injection Molded (3089) PUBLISHERS: Newspaper (2711) Recreational Vehicle Dealers (5561) SAFES, VAULTS & PARTS (3499) SOCKETS: Electronic (3679) TRANSFORMERS (3612) WINDOWS: Drive-In (3231)
	Finland	Recreational Vehicle Dealers (5561)
	France	BOOTS: Women's & Girl's (3144) CLOTHING: Outerwear, Women's & Girls' NEC (2339) Construction and Mining Machinery (5082) FILTRATION SYSTS & EQPT (3569) Fish and Seafoods (5146) Importing/Exporting Firms (5098) LEATHER GOODS (3172) Manufacturing Industries, NEC (3999) MARINE HARDWARE & ACCESS (3429) Motorcycle Dealers (5571) Recreational Vehicle Dealers (5561) SAFETY EQPT & SPLYS (3842)
	Germany	Bags: Plastics, Laminated, and Coated (2673) CLEANING EQPT: Indl (3589) Commercial Printing, Lithographic (2752) CRYSTALS (3679)

<i><b>REGION</b></i>	<i><b>COUNTRY</b></i>	<i><b>PRODUCT (SIC Code)</b></i>
Europe	Germany	ELECTRONIC ASSEMBLERS (3679)
		General Automotive Repair Shops (7538)
		MACHINERY: Custom Built (3549)
		MACHINERY: Specialty (3559)
		MARINE HARDWARE & ACCESS (3429)
		Motorcycle Dealers (5571)
		New and Used Car Dealers (5511)
		OSCILLATORS: (See Also Crystals) (3825)
		PLASTICS: Injection Molded (3089)
		Recreational Vehicle Dealers (5561)
		SAFETY EQPT & SPLYS (3842)
	TRANSFORMERS (3612)	
	Greece	CONTROLS: Temperature (3822)
		INSTRUMENTS: Measuring (3829)
	Italy	Metals Service Centers and Offices (5051)
		Clothing, Wholesale & Manufacturers (5136)
		CLOTHING: Athletic & Sportswear, Men's & Boys' (2329)
		CLOTHING: Athletic & Sportswear, Women's & Girls' (2339)
		Fish and Seafoods (5146)
		MACHINERY: Farm (3523)
		MARINE HARDWARE & ACCESS (3429)
	Norway	SAFETY EQPT & SPLYS (3842)
		Cigars (2121)
		Manufacturing Industries, NEC (3999)
	Portugal	Recreational Vehicle Dealers (5561)
		BOOTS: Women's & Girl's (3144)
		CLOTHING: Outerwear, Women's & Girls' NEC (2339)
	Russia	LEATHER GOODS (3172)
		BOXES: Metal (3499)
		FLIGHT SIMULATORS (3699)
		FURNITURE: Hospital & Sick Room (2599)
		FURNITURE: Motel & Hotel (2512)
FURNITURE: Office, Wood (2521)		
Importing/Exporting Firms (5098)		
SAFES, VAULTS & PARTS (3499)		
Transportation Equipment and Supplies (5088)		
WINDOWS: Drive-In (3231)		
Spain	FILTRATION SYSTS & EQPT (3569)	
	House Paints (2851)	
	Motorcycle Dealers (5571)	
Sweden	New and Used Car Dealers (5511)	
Switzerland	MACHINERY: Farm (3523)	
	Recreational Vehicle Dealers (5561)	
Turkey	BOXES: Metal (3499)	
	FILTRATION SYSTS & EQPT (3569)	
	SAFES, VAULTS & PARTS (3499)	



<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
Europe	Turkey	WINDOWS: Drive-In (3231) WIRE MATERIALS: Steel (3315) WIRE: Rope (3496)
	United Kingdom	BOLTS (3452) Clothing, Wholesale & Manufacturers (5136) CLOTHING: Athletic & Sportswear, Men's & Boys' (2329) CLOTHING: Athletic & Sportswear, Women's & Girls' (2339) Commercial Laundry Equipment (3582) ELECTRONIC ASSEMBLERS (3679) FASTENERS: Screws (3452) FOOD PRDTS, CANNED: Soups (2032) FOOD PRDTS, CANNED: Vegetables (2033) GATES (3446) General Automotive Repair Shops (7538) GREASES, TALLOW & INEDIBLE FATS (2077) HARDWARE (3429) INK: Printing (2893) Lumber and Other Building Materials (5211) Manufacturing Industries, NEC (3999) Motorcycle Dealers (5571) Recreational Vehicle Dealers (5561) SCREWS: Thread Forming (3452) SECURITY SYSTS & EQPT (3669) TALLOW: Animal & Marine, Inedible (2077)

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***Appendix P - Exports to the Middle East***

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<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC Code)</i></b>
Middle East	Bahrain	Brooms and Brushes (3991)
	Israel	Brooms and Brushes (3991) Cigars (2121) Transportation Equipment and Supplies (5088)
	Jordan	AUTOMOBILE: Cleaning Agents (2842) Importing/Exporting Firms (5098) POLISHES (2842)
	Kuwait	FURNITURE: Hospital & Sick Room (2599) FURNITURE: Motel & Hotel (2512) FURNITURE: Office, Wood (2521) MACHINERY: Packaging (3565)
	Lebanon	Cigars (2121)
	Middle East	Chemicals and Allied Products, NEC (5169) CLEANING EQPT: Intl (3589) Commercial Printing, Lithographic (2752) FURNITURE: Hospital & Sick Room (2599) FURNITURE: Motel & Hotel (2512) FURNITURE: Office, Wood (2521) Importing/Exporting Firms (5098) Metals Service Centers and Offices (5051) PLASTICS: Injection Molded (3089)
	Saudi Arabia	BOOTS: Women's & Girl's (3144) CLOTHING: Athletic & Sportswear, Men's & Boys' (2329) CLOTHING: Outerwear, Women's & Girls' NEC (2339) FURNITURE: Hospital & Sick Room (2599) FURNITURE: Motel & Hotel (2512) FURNITURE: Office, Wood (2521) Importing/Exporting Firms (5098) LEATHER GOODS (3172) Metals Service Centers and Offices (5051) Miscellaneous Apparel and Accessory Stores (5699) New and Used Car Dealers (5511) Plastics Products, NEC (3089)
	United Arab Emirates	COATING SVC (3479) EMBOSSING SVC (2796) Metals Service Centers and Offices (5051)

***Appendix Q - Exports to North America (Canada and Mexico)***

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>Product (SIC Code)</i></b>
North America	Canada	ACTUATORS (3593)
		ANIMAL & POULTRY FOOD SUPPLEMENTS (2048)
		Bags: Plastics, Laminated, and Coated (2673)
		Cigars (2121)
		COATINGS: Plastic (2821)
		Commercial Printing, Lithographic (2752)
		COMPRESSORS: Air & Gas (3563)
		CONTROL PANELS: Electrical (3613)
		CONTROL SYSTS & EQPT (3823)
		CONTROLS: NEC (3822)
		DISHWASHING EQPT: Household (3639)
		DISHWASHING EQPT: Indl (3589)
		ELECTRONIC COMPONENTS (3679)
		ENCLOSURES: Plastic (3089)
		FILTRATION SYSTS & EQPT (3569)
		FISH & SEAFOOD PROCESSORS: Fresh Or Frozen (2092)
		FOOD PROCESSING & SVCS EQPT (3556)
		FURNITURE PARTS & FRAMES: Metal (3499)
		FURNITURE: Desks, Metal (2522)
		FURNITURE: Office, Metal (2522)
		GATES (3446)
		Glass Containers (3221)
		Groceries, General Line (5141)
		HARDWARE (3429)
		Importing/Exporting Firms (5098)
		LITHOGRAPH: Color Separation (2796)
		MACHINERY: Extruding (3542)
		MACHINERY: Specialty (3559)
		Manufacturing Industries, NEC (3999)
		MICROBIOLOGICAL PRDTS (2836)
		PRINTING: Screen (2759)
		PUMPS (3561)
		PUMPS: Vacuum (3561)
		RAILROAD EQPT & PARTS (3743)
		Refrigeration Equipment and Supplies (5078)
		REMANUFACTURED METAL PRDTS (3559)
		RESINS (2821)
		SECURITY SYSTS & EQPT (3669)
	SOCKETS: Electronic (3679)	
	TABLECLOTHS & LINENS (2392)	
	Mexico	ACTUATORS (3593)
		BOXES: Metal (3499)
COMPRESSORS: Air & Gas (3563)		
Construction and Mining Machinery (5082)		

<i><b>REGION</b></i>	<i><b>COUNTRY</b></i>	<i><b>Product (SIC Code)</b></i>
North America	Mexico	CONTROL PANELS: Electrical (3613) CONTROL SYSTS & EQPT (3823) CONTROLS: NEC (3822) Electronic Components, NEC (3679) FILTRATION SYSTS & EQPT (3569) Fish and Seafoods (5146) FOOD PROCESSING & SVCS EQPT (3556) Furniture and Fixtures, NEC (2599) FURNITURE PARTS & FRAMES: Metal (3499) FURNITURE: Desks, Metal (2522) FURNITURE: Hospital & Sick Room (2599) FURNITURE: Motel & Hotel (2512) FURNITURE: Office, Metal (2522) FURNITURE: Office, Wood (2521) Glass Containers (3221) Hardware (5072) Importing/Exporting Firms (5098) Industrial Supplies (5085) MACHINERY: Packaging (3565) Manufacturing Industries, NEC (3999) Motor Vehicle Supplies and New Parts (5013) PLASTICS: Sheet (3081) RAILROAD EQPT & PARTS (3743) RODS: Plastic (3082) SAFES, VAULTS & PARTS (3499) TRAILERS & PARTS: Indl (3537) TRUCK BODIES: Body Parts (3713) TRUCK REFRIGERATION UNITS (3585) TUBING: Plastic (3083) WINDOWS: Drive-In (3231)

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**Appendix R - Exports to the Pacific**

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<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC CODE)</b>
The Pacific	Australia	AUTOMOBILE: Cleaning Agents (2842) Cigars (2121) LUBRICANTS: Greases (2992) MARINE HARDWARE & ACCESS (3429) MICROBIOLOGICAL PRDTS (2836) Motor Vehicle Supplies and New Parts (5013) OILS: Indl (2992) OILS: Lubricating (2992) POLISHES (2842) SAFETY EQPT & SPLYS (3842) TRANSFORMERS (3612) Transportation Equipment and Supplies (5088)
	New Zealand	MARINE HARDWARE & ACCESS (3429) Transportation Equipment and Supplies (5088)

***Appendix S - Exports to South America***

<b><i>REGION</i></b>	<b><i>COUNTRY</i></b>	<b><i>PRODUCT (SIC Code)</i></b>	
South America	Argentina	Brooms and Brushes (3991)	
		Cigars (2121)	
		Equipment Rental and Leasing, NEC (7359)	
		FILTRATION SYSTS & EQPT (3569)	
		Industrial Supplies (5085)	
		New and Used Car Dealers (5511)	
		Plastics Products, NEC (3089)	
		Transportation Equipment and Supplies (5088)	
		Bolivia	Structural Steel Erection (1791)
			Transportation Equipment and Supplies (5088)
	Brazil	Electronic Components, NEC (3679)	
		MACHINERY: Packaging (3565)	
	Chile	Medical and Hospital Equipment (5047)	
		Chemicals and Allied Products, NEC (5169)	
		Construction and Mining Machinery (5082)	
		Importing/Exporting Firms (5098)	
		Industrial Machinery and Equipment (5084)	
		Industrial Supplies (5085)	
		Lumber and Other Building Materials (2992)	
		Transportation Equipment and Supplies (5088)	
		VOLTAGE REGULATORS (3612)	
		Colombia	CASES: Display (2541)
	DAIRY PRDTS: Milk, Powdered (2023)		
	DISPLAY FIXTURES & MATERIALS (2542)		
	FOOD FLAVORINGS, EXTRACTS & COLORS (2087)		
	FOOD PRDTS: Gelatin (2099)		
	WALLBOARD, LATH & SHEATHING PRDTS (3275)		
	Ecuador		Construction and Mining Machinery (5082)
		DAIRY PRDTS: Milk, Powdered (2023)	
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)	
		FOOD PRDTS: Gelatin (2099)	
		Importing/Exporting Firms (5098)	
		Industrial Supplies (5085)	
		LIGHTING FIXTURES: Street & Highway (3648)	
		Medical and Hospital Equipment (5047)	
		Motor Vehicle Parts, Used (5015)	
		New and Used Car Dealers (5511)	
		SOLAR EQPT (3433)	
		Transportation Equipment and Supplies (5088)	
		TRUCK CABS & CAB BEDS (3713)	
		VOLTAGE REGULATORS (3612)	
		Guyana	Bags: Plastics, Laminated, and Coated (2673)
Fish and Seafoods (5146)			
Structural Steel Erection (1791)			

<b>REGION</b>	<b>COUNTRY</b>	<b>PRODUCT (SIC Code)</b>
South America	Paraguay	Importing/Exporting Firms (5098) Medical and Hospital Equipment (5047)
	Peru	Clothing, Wholesale & Manufacturers (5136) COATINGS: Plastic (2821) Construction and Mining Machinery (5082) FILTRATION SYSTS & EQPT (3569) ICE (2097) Importing/Exporting Firms (5098) RESINS (2821) Transportation Equipment and Supplies (5088)
	South America	Bags: Uncoated Paper and Multiwall (2674) Chemicals and Allied Products, NEC (5169) CLOTHING: Athletic & Sportswear, Men's & Boys' (2329) Commercial Printing, Lithographic (2752) COMPRESSORS: Air & Gas (3563) Construction and Mining Machinery (5082) Construction Materials, NEC (5039) CONTROLS: NEC (3822) CYLINDERS: Hydraulic (3593) CYLINDERS: Pneumatic (3593) Electrical Apparatus and Equipment (5063) FURNITURE: Restaurant (2599) Groceries, General Line (5141) Importing/Exporting Firms (5098) IRRIGATION SYSTS & EQPT (3523) LIGHTING FIXTURES: Street & Highway (3648) Lumber and Other Building Materials (5211) MACHINERY: Farm (3523) MACHINERY: Specialty (3559) MARINE HARDWARE & ACCESS (3429) Miscellaneous Apparel and Accessory Stores (5699) Motorcycle Dealers (5571) Motors and Generators (3621) Nondurable Goods, NEC (5199) POWER UNITS: Hydraulic (3511) PUBLISHERS: Newspaper (2711) PUMPS (3561) RAILROAD EQPT & PARTS (3743) Refrigeration Equipment and Supplies (5078) SOLAR EQPT (3433) Sporting Goods and Bicycle Shops (5941) STEEL FABRICATORS: Plate (3443) STEEL FABRICATORS: Structural (3441) TANKS: Air (3443) TRAILERS & PARTS: Truck & Semi's (3715) TRUCK BODIES: Body Parts (3713)

<i><b>REGION</b></i>	<i><b>COUNTRY</b></i>	<i><b>PRODUCT (SIC Code)</b></i>
South America	South America	TRUCK CABS & CAB BEDS (3713)
		WOOD PRDTS (2499)
	Uruguay	Medical and Hospital Equipment (5047)
	Venezuela	BOOTS: Women's & Girl's (3144)
		CLOTHING: Outerwear, Women's & Girls' NEC (2339)
		DAIRY PRDTS: Milk, Powdered (2023)
		Electronic Parts and Equipment (5065)
		Fish and Seafoods (5146)
		FOOD FLAVORINGS, EXTRACTS & COLORS (2087)
		FOOD PRDTS: Gelatin (2099)
		GREASES, TALLOW & INEDIBLE FATS (2077)
		Importing/Exporting Firms (5098)
		Industrial Machinery and Equipment (5084)
		Industrial Supplies (5085)
		LEATHER GOODS (3172)
		Medical and Hospital Equipment (5047)
		Metals Service Centers and Offices (5051)
		Motor Vehicle Parts, Used (5015)
		Motor Vehicle Supplies and New Parts (5013)
		New and Used Car Dealers (5511)
		TALLOW: Animal & Marine, Inedible (2077)
		Transportation Equipment and Supplies (5088)