



INTERNATIONAL TRADE TRENDS

The Southern California Region
2010 Review and 2011 Outlook



LOS ANGELES COUNTY ECONOMIC DEVELOPMENT CORPORATION
KYSER CENTER FOR ECONOMIC RESEARCH



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LOS ANGELES - LONG BEACH

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The Southern California Region

2010 Review and 2011 Outlook

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The LAEDC, the region's premier business leadership organization, is a private, non-profit 501(c)3 organization established in 1981.

As Southern California's premier business leadership organization, the mission of the LAEDC is to attract, retain, and grow businesses and jobs for the regions of Los Angeles County.

Since 1996, the LAEDC has helped retain or attract more than 171,300 jobs, providing \$8.4 billion in direct economic impact from salaries and more than \$144 million in tax revenue benefit to local governments and education in Los Angeles County.

Regional Leadership

The members of the LAEDC are civic leaders and ranking executives of the region's leading public and private organizations. Through financial support and direct participation in the mission, programs, and public policy initiatives of the LAEDC, the members are committed to playing a decisive role in shaping the region's economic future.

Business Services

The LAEDC's Business Development and Assistance Program provides essential services to L.A. County businesses at no cost, including coordinating site searches, securing incentives and permits, and identifying traditional and nontraditional financing including industrial development bonds. The LAEDC also works with workforce training, transportation, and utility providers.

Economic Information

Through our public information and for-fee research, the LAEDC provides critical economic analysis to business decision makers, education, media, and government. We publish a wide variety of industry focused and regional analysis, and our Economic Forecast report, produced by the **Kyser Center for Economic Research**, has been ranked #1 by the Wall Street Journal.

Economic Consulting

The LAEDC consulting practice offers thoughtful, highly-regarded economic and policy expertise to private- and public-sector clients. The LAEDC takes a flexible approach to problem solving, supplementing its in-house staff when needed with outside firms and consultants. Depending on our clients' needs, the LAEDC will assemble and lead teams for complex, long-term projects; contribute to other teams as a subcontractor; or act as sole consultant.

Leveraging our Leadership

The LAEDC operates the World Trade Center Association Los Angeles-Long Beach (WTCA LA-LB), which facilitates trade expansion and foreign investment, and the LAEDC Center for Economic Development partners with the Southern California Leadership Council to help enable public sector officials, policy makers, and other civic leaders to address and solve public policy issues critical to the region's economic vitality and quality of life.

Global Connections

The WTCA LA-LB works to support the development of international trade and business opportunities for Southern California companies as the leading international trade association, trade service organization and trade resource in Los Angeles County. It also promotes the Los Angeles region as a destination for foreign investment. The WTCA LA-LB is a subsidiary of the Los Angeles County Economic Development Corporation.

For more information, please visit www.wtca-lalb.org.

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2010 International Trade Results and 2011 Outlook

- Global trade flows rebounded in 2010
- More improvement coming during 2011 and 2012
- Export volumes increasing due to strong growth in Asia

- Los Angeles still #1 international trade center in the U.S.
- International trade industry back in growth mode

By the Numbers:

	<u>2010</u>	<u>2011F</u>	<u>% Change</u>
Two-Way Trade Values at LACD	\$346.9 Bil	\$372.8 Bil	+7.5%
Ports of LA-LB TEU's	14.1 Mil	14.8 Mil	+5.2%
Int'l Trade Related Emp't (Five-county area)	506,500	516,600	+2.0%

Things to Watch:

Challenges

- Impact of Japan's triple disasters
- High fuel costs
- Rising freight rates?
- Improved infrastructure – When?
- Competition from other ports
- Panama Canal: Is diversion a threat?

Opportunities

- Global economic expansion
- Developing Asia leads the way
- Port capacity growth
- National Export Initiative
- Korea-US Free Trade Agreement

2010 -- A Year of Surprises

That international trade activity increased in 2010 was not much of a surprise. It was the suddenness and the magnitude of the increase. Virtually everyone in the business was caught short—from steamship lines to railroads and truckers to manufacturers and distributors around the world. After spending much of 2009 worrying about sheer survival, concerns about the ability to provide adequate service rose to the forefront in 2010.

In the U.S., the economic recovery that began in mid 2009 went almost unnoticed at first. Retail sales during the 2009 holiday season didn't give store managers much to celebrate. However, retail inventories dropped so low that re-stocking and re-ordering became necessary in early 2010 after the holidays. Since much of what is sold at retail is produced in Asia, the ports of Los Angeles and Long Beach were seeing double-digit increases in container traffic by spring 2010. And as U.S. distributors and manufacturers joined the upswing, the race was on for the rest of the year.

The economic recovery spread around much of the globe in 2010, and with it came similar needs to refill manufacturing and distribution pipelines in other nations. China's upswing started early, boosting demand for U.S. made products ranging from scrap metals and wastepaper to plastic resins, semiconductors and machinery. Indeed, China's voracious appetite pulled other Asian nations onto the recovery path as well. Many of these nations are key trading partners of the Los Angeles Customs District; so the growth in their economies also boosted the region's international trade business.

The steamship lines had spent much of 2009 laying up underutilized vessels, postponing delivery of new ships, and implementing slow steaming practices and schedules to reduce operating costs. Suddenly, their eastbound trans-Pacific ships began to run near full. Shippers started to complain about last-minute schedule delays and shortages of containers in Asia. Vessel owners spent much of 2010 returning previously laid-up ships to service in order to placate their customers. Vessel supply caught up with demand just in time for the peak shipping season. Railroads also felt the impacts of growing intermodal traffic. After weakness through much of 2009, U.S. railroads' intermodal traffic grew progressively stronger as the year 2010 progressed. Again, more freight cars had to be called back into service from storage. In the trucking industry, over-the-road capacity shrank during the recession and only partially returned during 2010, with many firms complaining about driver shortages.

By the end of the year, it was clear that 2010 had turned into a year of healthy recovery for most of the international trade community.

- Total container traffic through the ports of Los Angeles and Long Beach grew by +19.3% (+15.7% for loaded containers). Loaded import containers were up by +17.2%, while loaded export containers rose by +12.7%.
- The value of two-way trade through the Los Angeles Customs District increased by +21.8% in 2010.
- The total number of trade-related employees declined by an estimated -2.0% in 2010, a disappointment. However, at the ports, more longshore workers were able to

work more hours and earn more pay in 2010 than was the case in 2009. Similarly, the hours and pay of distribution center employees increased modestly last year as more imported goods flowed into Southern California warehouses for processing.

What Will Influence 2011?

The year 2011 has seen a mixed opening. On the positive side, the global economic expansion continues apace, which suggests that international trade flows will expand further. Industry observers expect global trade volumes to grow by +6% to +9% in 2011. The U.S. federal government has developed a new policy designed to accelerate U.S. exports, an effort that will be aided by the ongoing decline in the foreign exchange value of the dollar. In this regard, the Los Angeles area's focus on fast-growing developing Asia gives yet another reason for optimism.

On the other hand, U.S. manufacturing and distribution pipelines have largely been refilled; so that extra source of import growth won't be operating this year. Japan's triple disasters in March mean the nation won't be able to export or import as much in the next few months, though reconstruction efforts in the second half should give an extra boost to trade activity. [See our comments on page 30.]

Finally, high and volatile oil prices could dampen the pace of international trade growth in 2011 and certainly will boost transportation costs of freight carriers and possibly rates paid by shippers. Ocean carriers, for example, are paying nearly three times as much for bunker fuel as they were a year ago. Most have instituted fuel surcharges to mitigate some of the increase in costs. On the other hand, some of this year's negotiations over base rates between carriers and shippers in the trans-Pacific trade have not been concluded due to

shipper anger over perceived service shortfalls ("mistreatment") and rate increases last year.

What will the key Southern California trade activity numbers look like in 2011? Given the uncertainties, the LAEDC forecast is deliberately conservative.

- **Total containers** handled at Los Angeles/Long Beach: The first quarter came in with an increase of +8.5% over last year. However, Japan's troubles are likely to impact the current (second) quarter. Assuming only modest growth this quarter and moderate increases in the second half yields an annual 2011 forecast of +5%.
- **Two-way trade value** at Los Angeles Customs District: The value of two-way trade in first quarter 2011 was up by +16.8%, due in part to higher prices for imported oil. As with containers, assuming moderate year-over increases (say, +5%) for the rest of the year yields a 2011 increase of +7.5% in two-way trade value.
- **Trade related employment:** Increasing hours and boosting labor productivity allowed the port terminals and regional truckers, warehouses and distribution centers to handle more volumes in 2010 without adding more workers. But there's a limit to how far this can go. The LAEDC forecast anticipates modest growth in trade related employment during 2011, on the order of +2%, which would return total trade employment to 516,600 workers, the same as the 2009 employment level.

Special Report: The Effect of Oil Prices on International Trade

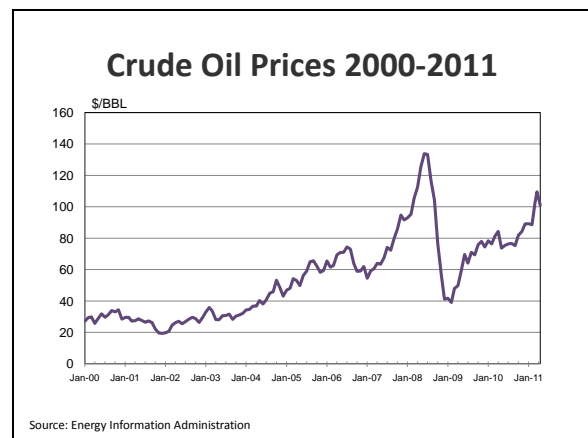
To start any discussion on the effects of oil prices on international trade flows, we need to construct a narrative. This narrative looks back at the profound changes that occurred within the oil market in the last seven years.

A global oil price/market fundamentals story emerges. Beginning in early 2004, a stable oil price regime of \$30 per barrel began to grind itself upwards on a fundamental (i.e. demand/supply) change. After years of strong +10% or more annual increases in real GDP growth in China, strong annual increases in oil demand originating from China began to see its influence in global oil prices. Tight OPEC policies and difficulty in finding new oil production outside OPEC also assisted the rise, on the supply side. The introduction of this credible market tightness regime *doubled* the price of oil to \$60 a barrel by early 2007, three years later.

Oil prices morph into a trade momentum story. From mid-2007 to mid-2008, in a period of just one year, oil prices more than *doubled again*, rising from \$60 to a peak of \$134 per barrel in July 2008. Then, chaos in housing-related financial markets cascaded into the real economy and onto oil prices. Oil prices collapsed even more strongly. Benchmark prices fell all the way back to near the \$40 a barrel seen in mid-2004, just above where the first fundamental lift to oil prices took hold. Two consecutive market regimes, which both doubled oil prices, one fundamental and one trading-related, were stunningly reversed in just five months.

A global macro recovery restores a link between oil market fundamentals and prices. From early 2009 until early 2011, oil prices rose back to \$80 on a global recovery story. Yet again, though, a doubling of oil prices is seen in just two years.

Oil price momentum trading returns. The restored oil market fundamental regime appeared to stay in place until early 2011. Then, a dramatic and successful wave of Middle East political revolts introduced a hefty political risk premium into oil markets. And in just four months, oil prices rose again, from \$80 a barrel to above \$110 a barrel. Just as suddenly, in one trading day in May, a collapse of \$10 a barrel surfaced on concern about demand fundamentals.



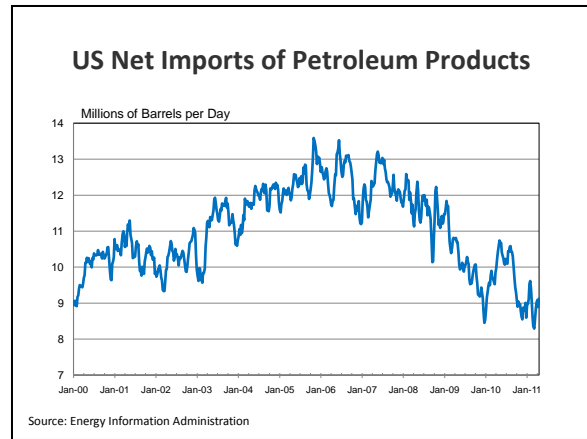
What are the consequences of the rapid appearance and just-as-rapid disappearance of four oil price market regimes in seven years?

A rapid, momentum-driven rise in oil prices pushed oil demand down the most. Falling oil demand is the primary cause behind the chart

shown below - it shows falling U.S. Net Imports of Petroleum Products. Demand for imported oil originating with consumers and businesses in wealthy, developed market economies (aka U.S., Japan, and Europe) began to fall in 2007. As the chart shows, the visible beginning of this decline in U.S. net oil imports coincides with the beginning of the *first momentum-driven* oil price trading regime. And notably, *not* with the appearance of the first market fundamentals regime. The conclusion? Dramatic, spiky moves in oil prices, with three market regimes in four years, have meaningfully changed consumer behavior in auto-dependent economies, arguably much more than underlying supply/demand fundamentals.

Admittedly, an ongoing, steady decline in U.S. oil imports from 2007 to 2011 does coincide with the decline in the U.S. and global economy, a bleaker U.S. unemployment picture, and a massive collapse in U.S. housing construction. Yet, despite establishing GDP recovery on a U.S. and global level in 2009, despite a seven month rise in U.S. private payrolls in late 2010 to 2011, and despite witnessing a dramatic year of falling oil prices to \$40 a barrel, net oil imports to wealthy, developed, technically advanced economies like the U.S. keep sinking.

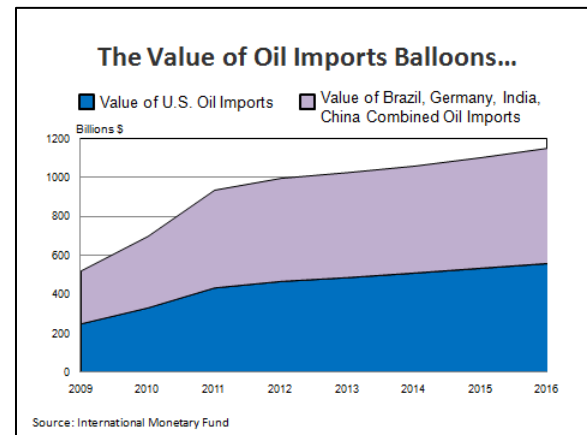
Dramatic oil price spikes and volatility have sent a clear message. It appears the commuting public, and transportation industries, in the face of a grinding rise in oil prices, *still steadily increased their demand* for oil imports. Until 2007. After that time, swift upward and downward oil price movements sent a message that was heeded. For nearly four years now, global oil consumers have visibly substituted or rationed down their need for imported oil. In just one example, shown in the chart, U.S. oil net imports have fallen -25%.



How does this play into the wider international trade picture?

With enriched oil suppliers, store of value problems became attached to the U.S. Dollar. Since oil is priced internationally in dollars, the rise in a price of a barrel of oil has pushed more and more U.S. dollars into foreign hands.

The chart below makes the point. The lighter shaded area is the dollar value of combined China, Brazil, India, and Germany oil imports in U.S. dollars. The darker shaded area is U.S. oil imports in U.S. dollars. The chart shows a doubling in the number of U.S. dollars, over \$1 trillion each year, being collected by oil producers outside the U.S. A major share ends up in OPEC countries. And there is no end in sight to this forecast for U.S. dollar denominated outflows for the next five years, according to the International Monetary Fund.



In turn, rising oil prices added to the demand for an alternative – non-dollar based – store of monetary value. This demand has been met by rising demand for other strong developed country currencies, and for gold.

So, one effect of higher oil prices on international trade flows is felt in the form of a weaker U.S. dollar. This is a positive for U.S. exports and a negative for U.S. imports.

Rising oil prices have had a big effect on the U.S. capital account too. More assets from net oil importers like the U.S. become mortgaged to oil producers to finance demand for their imported oil. For many sovereign wealth funds, there are few alternatives to investing in deep and liquid markets like U.S. Treasuries and other types of government fixed income. This has assisted in keeping risk-free yields stable for U.S. Treasuries and other governments' bonds. In fact, it has helped increase demand for all governments' bonds during a time when their issuance has been increasing. Yet, other consequences loom.

With respect to trade volumes and macroeconomic variables, the dominant driver of international trade flows is the combined growth in incomes between two countries, easily dominating even a strong increase in oil prices.

A key point: the effect of growth in incomes dominates all other effects. The results from an Economist Intelligence Unit (EIU) report¹ from 2008 bear repeating. If the combined real GDP of two countries increases, so does the volume of trade between them. Richer consumers make more purchases. Stronger companies increase their transactions too. After looking at

¹ "Fueling Global Trade: How GDP growth and oil prices affect international trade flows" (2008)

383 bilateral trade relationships, on average, the EIU found that a +1% increase in the combined income of two countries significantly boosted the value of trade. If the trade was between an ASEAN country and the U.S., it increased by +1.36% over five years. If it was between European countries and the U.S, the trade expansion multiplier was lower, at +1.14%.

The core mechanism at work here is this: As consumers' incomes grow and business revenues expand, they are more likely to spend on goods supplied via international trade. Particularly if these consumers and businesses are seeing increases of income and revenue from a lower level, as in Asian countries.

Using IMF forecast numbers, Developing Asia countries led by China, look to grow at rates above +10% a year over the next five years (faster than the ASEAN nations alone). They will see their nominal incomes expand by over +60%. In the next five years, U.S. income looks to expand around +20%. This means combined incomes between these two trade partners should increase by +40% over the next five years. Using the +1.36% multiplier provided by the EIU, ASEAN and U.S international trade flows should go up by +55% over the next five years. Just from the effect of forecast growth in incomes. Since Asian countries dominate California trade flows, the higher ASEAN income/ trade multiplier matters more than the European multiplier to the California international trade experience.

Now, establishing the link between higher oil prices and international trade flows...

Using evidence from the same 383 bilateral trade partners, the EIU estimated that a +1% increase in the price of oil leads to a -0.24% reduction in trade over a five year period

(holding all other important international trade drivers like income growth constant). Where one end of a trading relationship is an ASEAN country and the other nation is in the European Union or in North America, the impact of oil prices rose to -0.30% over a five-year period.

Applying the latter figure, if oil prices rise from \$80 a barrel to \$120 a barrel over the next five years, this becomes a +50% rise in oil prices. The EIU model suggests international trade flows between an ASEAN country and the U.S. would see a fall in international trade of -15% from the higher oil prices.

In summary, this analysis tells a soothing story to a Californian worried about the impact of higher oil prices on international trade flows in the next five years. Using the current IMF forecast, we would look for a *potential* +55% increase of trade coming from higher incomes in the U.S. and Developing Asia to be *diminished* by -15% from higher oil prices.

Total international trade flows, of the type that matter most to California, would still grow at a strong +40% rate, instead of +55%. This translates into annual compound growth in Asian-related trade with California of +7% annually, instead of +9%.

Trade Results for 2010

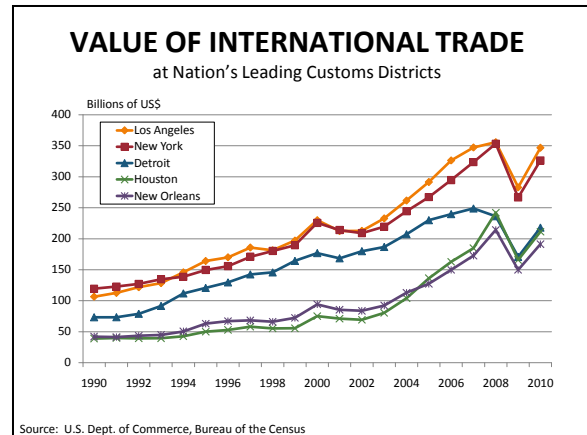
Trade value: The Los Angeles Customs District maintained its number one ranking in the U.S. in 2010, with a +22.6% increase in two-way trade value to \$346.9 billion. New York, the number two ranked customs district, recorded a similar +22.4% increase in trade value last year, reaching \$326.3 billion.

The Detroit Customs District occupied the third spot in 2010, as its two-way trade value expanded by +27.7% to \$218.1 billion. Number four Houston recorded a trade value increase of +27.6% to \$211.5 billion. [Much of the increase reflected higher oil prices, an important product for that district.] Meanwhile, number five ranked New Orleans Customs District matched Detroit's +27.7% increase, with a 2010 trade value of \$191.2 billion.

Two-way trade values at nine of the top ten customs districts grew more rapidly than the nation. The U.S. registered +21.8% growth in 2010 with trade value of \$3.2 trillion. Number eight Seattle's trade value (at \$110.9 billion) lagged with growth of +9.2% last year, reflecting a decline in exports of aircraft and parts.

Combining California's three customs districts, total two-way trade value increased by +21.6% in 2010, to \$502.6 billion. San Francisco Customs District stood at number 10 in the trade value ranking, as trade grew by +24.1% in 2010 to \$107.2 billion. Unranked San Diego Customs District recorded a +10.3% increase in two-way trade value last year to \$48.5 billion.

At the Los Angeles Customs District, international trade activity was dominated by imports, as usual. In 2010, total imports for consumption (cargo that cleared customs in the



Note: The "Los Angeles Customs District" is not a physical entity. Foreign trade activity is reported by the U.S. Bureau of the Census, and the customs district is a reporting device. The Los Angeles District includes the seaports of Hueneme (in Ventura County), Long Beach and Los Angeles, and Los Angeles and Ontario international airports. Also in the mix are several oil terminals along the coast and McCarran Field in Las Vegas.

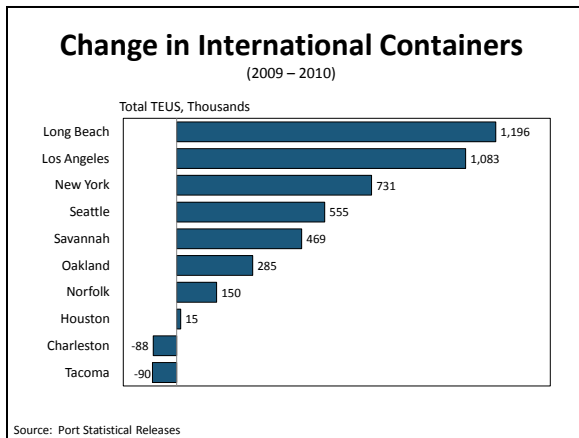
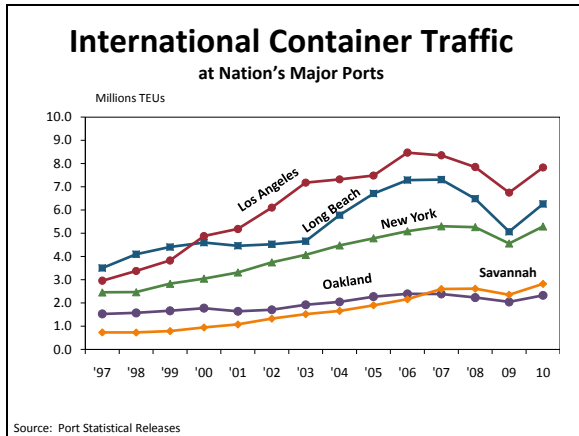
The San Francisco Customs District includes all the ports and international airports in the northern half of California, plus Reno, NV. The San Diego district includes the local port and airport, and border crossings with Mexico.

Los Angeles district) increased by +22.8% to \$241.6 billion, the third highest year ever behind 2007 and 2008. Exports rebounded by +22.2%, to \$105.3 billion, in 2010, the second best year behind 2008.

Container activity: Another commonly used measure of international trade activity is the number of containers handled. Containers are measured in 20-foot equivalent units or TEUs. Most containers nowadays are 40-foot long, or two TEUs.

2.33 million TEUs handled, up by +13.9% from 2009.

Port rankings in the second five spots shifted some in 2010. The number six ranked Port of Seattle (#8 in 2009) handled 2.14 million TEUs, up by +35.0% for the most improved performance among the top ten ports. Meanwhile, the number eight ranked Port of Houston (#6 in 2009) recorded an increase of just +0.8% in containers, with 1.81 million TEUs handled. The ports of Tacoma and Charleston lagged the others, with number nine ranked Tacoma handling 1.45 million TEUs (down by -5.8% from 2009) and number ten ranked Charleston handling 1.28 million TEUs (-6.4% over the year).



How did the Los Angeles area ports stack up against ports elsewhere in the world? The roster of the **world's top container ports** did not change in 2010, though several ports moved up or down in the rankings. At the top of the list, Shanghai pushed into first place, handling 29.0 million TEUs, while now number two Singapore reported 28.4 million TEUs. Hong Kong continued as #3, at 23.5 million TEUs, with Shenzhen right behind (at 22.5 million TEUs). Busan (Korea), which moved into fifth place in 2009, recorded 14,157,291 TEUs in 2010, barely ahead of #6 Los Angeles-Long

There was no change in the top five U.S. port rankings during 2010. The ports of Los Angeles and Long Beach maintained their status as the nation's largest ports in 2010. The Port of Los Angeles (POLA) was the nation's top port, handling 7.83 million TEUs last year, an increase of +16.0% from 2009. The Port of Long Beach (POLB) continued as number two, handling 6.26 million TEUs, up by +23.6%. The Port of New York and New Jersey ranked number three in 2010, handling 5.29 million TEUs, +16.0% above 2009. The Port of Oakland came in fifth, with

Top 10 Ports in the World in 2010

Rank	Port	Trade Region	2010	2009	%ChYA
1	Shanghai	East Asia	29.0	25.0	16.1%
2	Singapore	South East Asia	28.4	25.9	9.9%
3	Hong Kong	East Asia	23.5	21.0	11.8%
4	Shenzhen	East Asia	22.5	18.3	23.3%
5	Busan	North East Asia	14.2	12.0	18.4%
6	Los Angeles/Long Beach	North America West Coast	14.1	11.8	19.3%
7	Ningbo	East Asia	13.1	10.5	25.1%
8	Guangzhou	East Asia	12.6	11.2	12.2%
9	Qingdao	East Asia	12.0	10.3	16.8%
10	Dubai	Middle East	11.6	11.1	4.3%

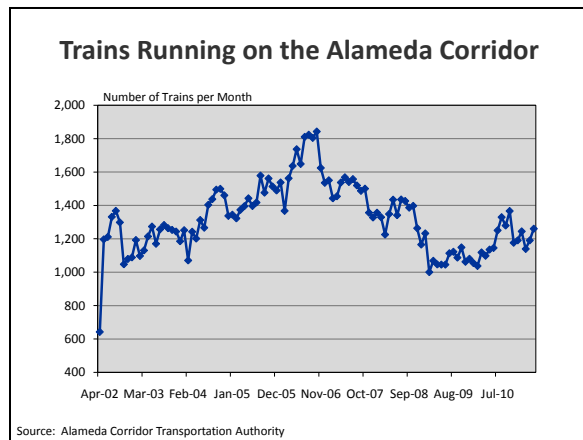
Total containers in millions of 20ft. equivalent units (TEU)

Source: Containerisation International-2010, American Association of Port Authorities-2009

Beach, which handled 14,095,031 TEUs (just 61,990 fewer than Busan). Chinese ports are growing in size and global importance. In 2010, China occupied three of the top five slots in the world port ranking, six of the top ten, and nine of the top twenty.

Another indicator of international trade activity is the number of trains running on the **Alameda Corridor**. The Alameda Corridor is a dedicated rail line that carries trains loaded with containers from the ports to the BNSF and Union Pacific (UP) rail yards east of downtown Los Angeles.

Train activity on the Corridor peaked in 2006, at an annual average of 55 trains per day (TPD). Traffic then declined over the next three years as the recession took hold. By 2009, train activity averaged just 36 TPD. However train traffic turned up in 2010, increasing to 39 TPD and seems likely to rise again in 2011.

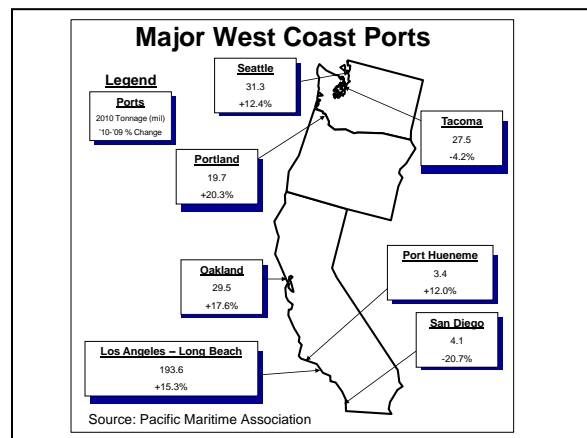


West Coast Port Trends

The Pacific Maritime Association compiles tonnage-based measures of activity at West Coast ports. Everybody was in the plus column during 2010. Total tonnage moving through all of the ports combined rose by +14.3% to 338.7 million short tons. Tonnage moving through Southern California’s ports increased by

+15.3%, reaching 201.0 million tons. Gains at the region’s ports ranged from +11.5% at Los Angeles, to +12.0% at Port Hueneme, +16.2% at San Diego, and to +19.9% at Long Beach. Ports in Northern California recorded the smallest regional increase in tonnage, rising by +5.4% to nearly 34.6 million short tons.

Southern California’s share of West Coast tonnage in 2010 rose to 59.3% from 58.8% the previous year. Northern California’s ports saw a decrease in share, moving from 11.1% in 2009 to 10.2% in 2010.



Airport Cargo Trends

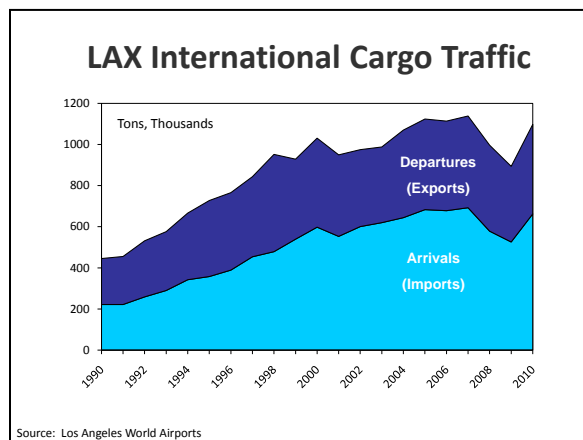
Air cargo moves more rapidly than other methods, but time is money; so air freight rates are a good deal higher than via water or ground transport. As a result, airborne imports and exports tend to be small, lightweight, high-value products needing quick delivery. While the recession caused some reassessment of how quickly these goods needed to get to their destinations, air freight volumes jumped up again in 2010.

Air freight at LAX moves in two ways. In addition to the specialized international air cargo carriers, a surprisingly large amount of freight moves in the cargo holds of international passenger flights. By volume, international air

cargo tonnage moving through LAX increased by +22.8% in 2010, reaching 1,097,737 tons. This followed 2009’s decline of -7.9%. The largest increase, of +26.0%, came in imports (“arrivals” in LAX terminology), probably helped by the year-long scramble by U.S. retailers, distributors and manufacturers to fill depleted inventories. Export volume (or “departures”) rose by +18.4% last year, also a healthy performance.

International cargo operations at Los Angeles/Ontario International Airport (ONT) are much smaller than at giant LAX. By volume, ONT’s international airfreight activity fell by -3.6% in 2010, to 23,848 tons. This followed a plunge of -28.4% in 2009. Import activity at ONT in 2010 declined by -13.6%, while export volume grew by +11.6%.

Statistics about the value of international freight moving through the Los Angeles Customs District are interesting. In 2010, the value of imports moving by air totaled \$40.7 billion, while \$269.5 billion moved by sea. Exports moving by air were valued at \$37.2 billion in 2010, while seaborne exports totaled \$66.6 billion.



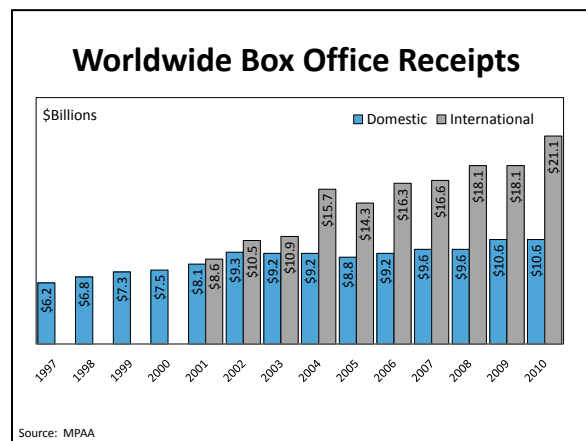
The top import commodities moving by air into the local customs district in 2010 were:

“computers, peripherals, machinery, appliances & parts” at \$13.0 billion; followed by “electric machinery, sound & TV equipment & parts” valued at \$11.8 billion. There was a considerable distance to the next most valuable import, which was “natural pearls, precious stones & metals” at \$4.0 billion.

On the export side, the top airborne commodity in 2010 was “electric machinery, sound & TV equipment & parts” at \$9.7 billion. Second was “optical, photo & medical/surgical instruments” valued at \$6.2 billion. Third was “computers, peripherals, machinery, appliances & parts” at \$6.0 billion, followed by “aircraft, spacecraft & parts” with a 2010 value of \$5.1 billion.

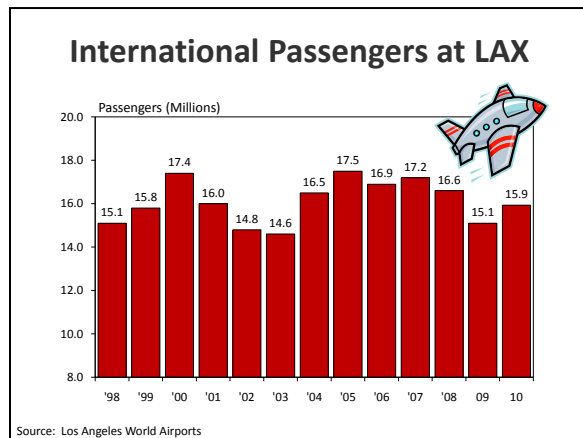
Trade in Services

Most of the information in this report covers trade in goods and does not include international trade in services. Some information on services trade is available at the national level but not at the state or local level. However, exports of services out of the Los Angeles area are clearly significant.



Perhaps the most prominent example is international film activity. According to the Motion Picture Association of America, international film box office receipts totaled \$21.1 billion in 2010, up by 16.6% over 2009

and by +48% compared with 2005. However, more than half of these motion picture revenues are shared with theater owners. The U.S. Commerce Department reports that U.S. international receipts for “film and television tape rentals” amounted to \$13.8 billion in 2009. Using the 2008-2009 ratio of tape rentals to box office receipts suggests that the 2010 figure could be as high as \$15.6 billion, a considerable sum.



A second important local activity generating service exports is international tourism. In addition to staying at local hotels, tourists like to shop, visit the beaches, theme parks and other local attractions—and spend money. Some 5.5 million foreign visitors came to Los Angeles County in 2010 and spent nearly \$4.6 billion. The three largest sources of visitors to the county were Mexico, Canada and Australia. Southern California exports other services as well, though numerical estimates are lacking. Several examples come to mind.

Many Los Angeles based professional services firms are active in foreign markets, including architecture and engineering firms, legal and accounting firms. Local universities and colleges export services when they enroll foreign students. A number of area hospitals and clinics take as patients foreign “medical

tourists,” who come for special medical treatments. Often they are accompanied by family members who, again, like to stay in local hotels and go shopping.

International Trade Related Job Trends

International trade is an important driver of activity in many parts of the Southern California economy. Because it plays such an important role, the Kyser Center has estimated how many people work in industries on which international trade activity – imports and/or exports- has a direct influence.

Several sectors are included in our analysis. The largest number of international trade-related employees are involved in the wholesale distribution of goods that are heavily traded, i.e. exports have a significant share of U.S. production and/or imports have a significant share of the domestic U.S. market. The second most important group is workers involved in goods movement at the region’s ports and airports, and in the trucking and rail industries. Finally, a smaller number of employees work in logistics, freight forwarding, trade finance, accounting and legal firms handling issues focused on international trade.



Preliminary results of the analysis are displayed in the accompanying chart and in Table 5 in the Appendix. Except for a setback in 2002 (following a late 2001/early 2002 plunge in

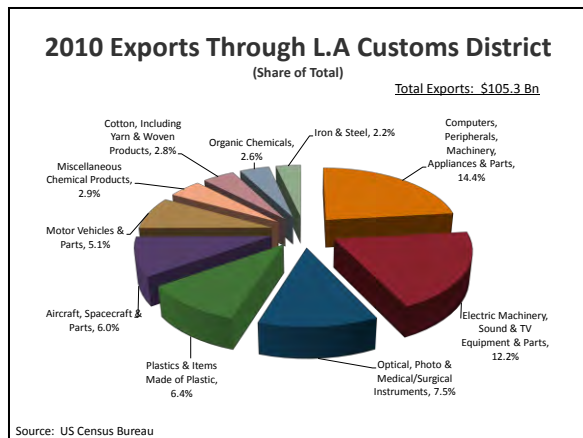
global trade post 9-11), employment in Southern California's trade sensitive industries increased every year from 1999 through 2007. However, the Great Recession led to two years of decline, 2009 and 2010 – a total decline of -55,600 jobs or -9.9%. The drop-off in trade related jobs exceeded that experienced by total nonfarm employment (a two-year decline of -7.1%). Thus, the International Trade Related share of total nonfarm employment fell from 9.1% in 2008 to 8.8% in 2010. Why did trade-related employment fall in 2010 if the economy was recovering and trade activity was rising? Job counts in international trade sensitive industries and economy-wide declined throughout 2009 and only bottomed in mid-to-late 2010. However as activity rose, many workers in these industries were able to increase the number of hours they put in on the job, and consequently received higher wages.

What about 2011? The February 2011 LAEDC forecast for nonfarm employment in the five-county region was for an increase of +0.6% in 2011. International trade felt the effects of recovery sooner than the rest of the economy, suggesting that trade related employment could well increase by as much as to 2%. That would bring total international trade related employment to 516,600 workers, an increase of +10,100 jobs over 2010, enough to bring trade related employment back to the 2009 level. At the 2011 rate, it will be four more years (i.e. not until 2015) before employment in international trade related industries returns to its 2008 peak.

Product Trade Trends

Exports: The top export commodity moving out of the Los Angeles Customs District in 2010 was “computers, peripherals, machinery, appliances & parts,” with a value of \$15.1 billion. Some

60.4% of these items left by ship. The number two export commodity was “electric machinery, sound & TV equipment & parts,” with a value of \$12.8 billion. The lion's share of these items, 75.8%, moved by air. The number three commodity, “optical, photo, medical/surgical instruments,” had a value of \$7.9 billion, and 78.6% moved by air. Next came plastics and products made of plastic, with a value of \$6.7 billion. 94.3% of these products moved by water.



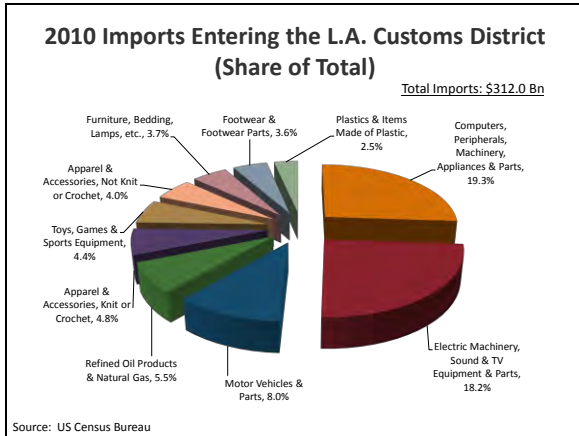
Some of the more interesting exports out of the Los Angeles Customs District in 2010 were: pharmaceutical products at \$1.9 billion; natural pearls, precious stones & metals, also at \$1.9 billion; and toys, games & sports equipment at \$791 million.

Imports: On the import side (general cargo unloaded in the customs district), the largest commodity in 2010 was “computers, peripherals, machinery, appliances & parts” with a value of \$60.1 billion. The bulk of these goods (78.3%) arrived by ship. Number two was “electric machinery, sound & TV equipment & parts” with a value of \$56.7 billion (yes, the top imports and export commodities are the same).

In third spot was “motor vehicles & parts” at \$25.1 billion, while “refined oil products” was

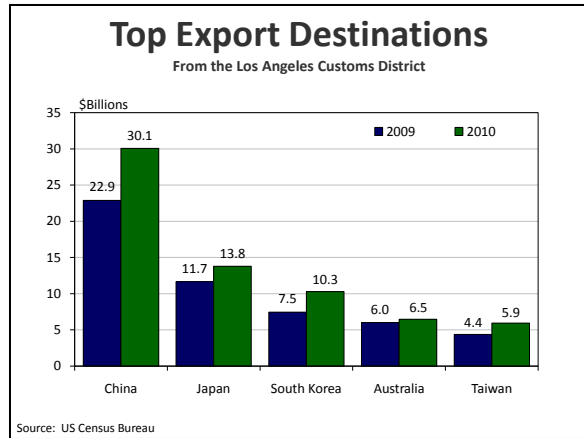
fourth with a 2010 value of \$17.0 billion. Further down the roster was “apparel & accessories, knit or crochet” at \$15.0 billion. A related item was “apparel & accessories *not* knit or crochet” with a 2010 value of \$12.6 billion (a fine distinction but important in the apparel industry).

Trade Partners



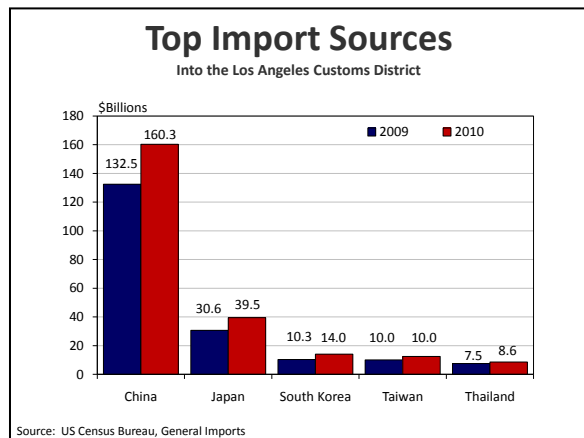
China continued to be the Los Angeles Customs District dominant trading partner, with a two-way value of \$190.4 billion in 2010. This nation led in both imports (\$160.3 billion, measured by general imports—the value of cargo unloaded in the district) and exports (\$30.1 billion). Japan was the second largest trading partner for Los Angeles, with a total two-way value of \$53.3 billion. Imports from that nation were valued at \$39.5 billion, while exports were valued at \$13.8 billion. South Korea was the Los Angeles District’s third largest trading partner, with a total trade value of \$24.3 billion, comprised of imports at \$14.0 billion and exports at \$10.3 billion.

There were some changes in the list of the top 10 trading partners for the Los Angeles Customs District in 2010. Most notable was Vietnam’s move up the ranks, taking the 6th spot in 2010 after placing 8th in 2009 and 11th in 2008. Three members of the EU were among the top 20



trading partners of the Los Angeles District, including Germany (#11), the U.K. (#13) and the Netherlands (#18).

What about trade between Los Angeles and Mexico and Canada? The reported 2010 two-way trade values were \$3.66 billion and \$2.74 billion, respectively. **However, these numbers are understated, as many of the goods headed into or out of Los Angeles enter/exit the U.S. at inland border crossings and clear customs in districts like San Diego, Laredo (TX) and Blaine (WA).**



The Los Angeles Customs District continued to run a huge trade deficit with China in 2010, - \$130.3 billion. The trade deficit with Japan, at - \$25.7 billion was much smaller.

In both cases, the deficits were bigger than 2009. In the case of China, the record deficit was -\$133.8 billion recorded in 2007, before the recession. Japan's record deficit year was 2006, when the trade balance with the LACD reached -\$36.7 billion.

Trade Values by Port

International trade data allow the analysis of trade values moving through individual seaports and airports around the nation. For imports, the "general imports" data reflect the value of the merchandise unloaded at the various ports. Merchandise could enter through one port but clear customs at another for several reasons, such as the use of free trade zones for further processing while in the U.S. In Los Angeles, the value of unloaded merchandise is higher than the value of goods that clear customs.

The Port of Los Angeles remained number one in the nation with a 2010 total two-way trade value of \$237.8 billion. The bulk of this cargo was imported goods with a value of \$204.0 billion. Number two ranked was JFK International Airport with a total value of \$162.1 billion. Exports totaled \$83.5 billion versus \$78.6 billion in imports. Third ranked was the Port of Chicago with a 2010 value of \$135.3 billion. Imports accounted for the bulk of the activity here, with a value of \$99.4 billion. The Port of Long Beach ranked ninth nationally in 2010, with a total value of \$88.5 billion. Imports accounted for \$56.7 billion in activity here.

Los Angeles International Airport was 12th, with a two-way trade value of \$77.4 billion. Activity was almost balanced here, with imports at \$40.5 billion and exports at \$36.9 billion. San Francisco International Airport placed 18th in 2010, with a total value of \$50.1 billion. Exports accounted for \$27.5 billion of the total.

Rounding out the major California ports, the Port of Oakland ranked 25th, with a total two-way trade value of \$40.1 billion, while Otay Mesa Station (in San Diego County) had a 2010 two-way trade total of \$31.9 billion, with imported goods making up \$21.6 billion of the total.

Trade-Related Infrastructure Projects

An efficient transportation system is a vital component of a vigorous economy. Infrastructure investment is necessary to ensure the future economic growth of the United States and to support a rapidly expanding population. In Southern California, goods movement has long benefited from one of the most productive transportation networks in the world. However, much of the region's transportation infrastructure was built a generation ago and is increasingly characterized by congestion and delayed maintenance. The region (and the nation) is now falling behind global competitors as national, state and local governments struggle to find the means to plan and build critical infrastructure projects. Many voices are calling out for new state-of-the-art ports, airports and rail systems. Yet, large budget deficits constrain the number of options open to government and industry to move forward -- with even repairing and upgrading existing infrastructure, let alone building anew.

Despite this challenging economic environment, Southern California governments and industries involved in trade and goods movement have managed to find the means. A number of entities are investing aggressively in infrastructure projects designed to address operating inefficiencies, capacity constraints and environmental concerns. The region's competitive advantage in international trade depends on sustaining a highly developed transport system; one that allows goods to move through the region efficiently and inexpensively, thus reducing congestion and minimizing environmental costs.

One of the most publicized projects is the replacement of the aging **Gerald Desmond**



Gerald Desmond Bridge

Bridge. The Gerald Desmond Bridge connects Long Beach with Terminal Island and is a major commuter corridor as well as a vital transportation link for goods moving in and out of the ports. Approximately 15% of the nation's trans-Pacific trade is transported across the Gerald Desmond Bridge. Built in the 1960s, the bridge was not designed to handle today's traffic volumes and it is deteriorating. The \$950 million replacement project is a joint effort of the California Department of Transportation and the Port of Long Beach (POLB), along with the U.S. Department of Transportation and the Los Angeles County Metropolitan Transportation Authority (Metro). The new bridge will be higher to allow additional clearance for ships, and wider to ease the flow of cars and trucks that use the bridge. Caltrans and the Port are currently preparing a request for proposals for the design and construction of the new bridge, ramp connectors and a bicycle/pedestrian path. Four teams of engineering and construction firms have been chosen to submit proposals in late 2011. Construction could begin in 2012.

The **Middle Harbor Project (POLB)** is a \$1 billion, nine year redevelopment project that will consolidate and modernize piers D, E and F.

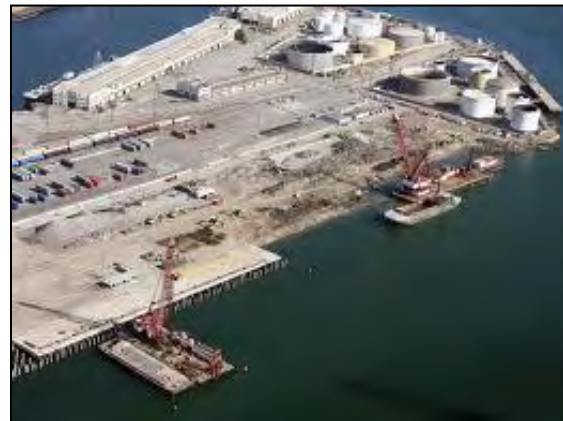
A fifty-five acre marine slip at Pier E will be filled in, increasing the combined size of the two terminals currently occupying the site from 290 acres to 345 acres and doubling the cargo-handling capacity of the three piers. On-dock rail will be expanded by 65,000 feet of track, allowing almost one-third of all Middle Harbor cargo to be moved by train. Numerous environmental measures such as the use of low-emissions cranes and trucks, and shore-side power are key elements of the project and are expected to reduce air pollution generated at the facility by half from 2005 levels. Phase 1 construction of the Middle Harbor is slated to begin later this year with the construction of wharfs, dredging one slip and filling in another. It is expected to take 22 months.

The **Pier G Project** at the Port of Long Beach is a multi-year \$980 million plan to modernize the International Transportation Services (ITS) container facility and expand on-dock rail operations. In late 2008, the first of a new generation of environmentally friendly deep water container terminals was completed at Berth G232. Part of the port's long-term green lease program, Berth G232 includes a new container wharf with shore-side power capabilities designed to cut docked ship emissions by 90%. Construction of a new terminal administration and operations complex, a new maintenance and repair facility, and a new on-dock rail yard is underway. Shore power facilities and additional dock space are also being added.

The POLB and the U.S. Army Corps of Engineers have commenced a \$40 million **dredging project** to aid navigation in and around the port. A portion of the dredged material will be recycled and used as fill in for the Pier G modernization project. Additionally, POLB is considering a proposal to build a new terminal,

the **Pier S Container Terminal** on existing vacant land at the port. The terminal would cost about \$650 million to construct, and would be built with the latest in clean-air technology and cargo-movement efficiencies. The Pier S project is currently in the planning and environmental documentation stages.

At the Port of Los Angeles (POLA), \$1 billion in capital improvements is planned over the next five years. Work at **TraPac** (a unit of Japan-based Mitsui OSK Lines Ltd.) is underway to extend TraPac's wharves, deepen water depths, bring in a new on-dock rail facility and upgrade 50 acres of backlands – all at a cost of about \$274 million over five years. Currently, the port is close to completing a wharf extension at the TraPac terminal that will allow two vessels to berth simultaneously.



TraPac Terminal

Work on **expanding China Shipping's terminal** continues. A new 925-foot section of wharf, 18 additional acres of backland, and four container cranes were just added, completing the first phase of the project at a cost of \$47.6 million. An access bridge was also constructed between the China Shipping and Yang Ming terminals to improve the efficiency of truck movement between the two terminals. Over the next three years, 375 feet of additional wharf space will be added, along with more backland space

that will eventually double the size of China Shipping to 142 acres. When completed, the expanded terminal will be capable of handling an annual throughput of 1.5 million TEUs.

Supporting these terminal expansions is the \$370 million **Main Channel Deepening Project**, now in the final phase of its 13-year development² (completion is scheduled in 2012). The project will ensure 53-foot-deep access to the Port's containership berths.



Evergreen Terminal

The POLA also has a long-term project at **Pier 500** that could result in a new 200-acre terminal but still requires environmental clearances and design work. Obtaining the permits and constructing the container terminal could take as long as ten years. The Port also plans to increase the APL Ltd. terminal by 40 acres; reconfigure wharf and backland areas at the Yang Ming and Yusen terminals; and to replace the wharf and deepen the berthing area at the Evergreen terminal.

A new intermodal facility proposed by the BNSF Railroad is currently undergoing an environmental review. The **Southern California**

² There was a five-year break in the project to identify and environmentally assess additional disposal sites for the soil dredged up by deepening the Port's main waterways.

International Gateway (SCIG) is a \$300 million project (approximately) that will create a near-dock facility adjacent to the ports with direct access to the Alameda Corridor. Several proposed sites are under consideration and will be evaluated during the environmental review process. BNSF forecasts the new facility will take millions of truck-miles off regional freeways, easing congestion and reducing air pollution. Although BNSF has increased on-dock capacity by 198% since 2002, and has plans to develop more, on-dock rail expansion alone will not be sufficient to keep up with projected growth in demand. The SCIG plan also includes a variety of environmental features, such as the use of electric and low-emission equipment and requirements that only clean trucks will serve the facility.

Union Pacific Railroad also intends to expand its near-dock **Intermodal Container Transfer Facility (ICTF)**. The ICTF is nearing its capacity of 750,000 containers per year and is investing \$400 million in a modernization project that will increase container throughput even as it reduces the size of the existing facility from 277 to 233 acres. Green technologies will be utilized to cut emissions by 74%. Environmental documents for both rail projects are due to be released this summer.

Los Angeles International Airport broke ground in April on the new \$1.45 billion **Bradley West** modernization and expansion project. The renovated international terminal will comprise 1.25 million square feet of new building area, including enlarged passenger waiting areas, food and retail concessions, expanded federal inspection/customs facilities and nine new boarding gates capable of accommodating the Airbus A380 and the Boeing B787 Dreamliner. Work at the expanded terminal is expected to be completed in December 2012 and will serve

up to 4,000 passengers per hour compared with the current maximum of 2,800 passengers. Work at San Diego International airport is progressing on a \$250 million project to make improvements to its Terminal Two facility. The project will enable the San Diego airport to handle the growing number of passengers traveling in and out of San Diego. Dubbed “**The Green Build**”, this is the San Diego Airport’s largest expansion project in its history. The improved terminal is expected to be complete and begin receiving passengers in early 2013. Project highlights include ten new gates, curbside check-in, a dual-level roadway, more security lanes and expanded dining and shopping options.

The Long Beach Freeway (I-710) is a vital transportation corridor linking the Ports of Los Angeles/Long Beach to regional intermodal facilities and the nation beyond. It serves both commuters and goods movement. The heavily traveled freeway’s infrastructure is increasingly strained by population and economic (i.e. more trucks) growth, creating serious congestion and safety issues. LA Metro is heading a regional effort to study the potential environmental impacts of improvement projects on the corridor.

The **I-710 Corridor Project** will study 18 miles of the I-710 between the ports and the Pomona (60) Freeway. Options being studied are: 1) no build³, 2) widen the freeway to ten lanes throughout the length of the corridor and modernize design, 3) widen the freeway to ten general purpose lanes and add four separated freight movement lanes for exclusive use by conventional trucks; and 4) all the

improvements included in the previous proposals, but require use of zero-emission technology to move goods in the freight lanes. The draft environmental report is currently in process and scheduled for release sometime during the winter 2011/2012.

While perhaps not immediately apparent, passenger light rail also has a place in a discussion about trade-related infrastructure projects. Congestion is an economic cost imposed on anyone that uses the region’s crowded freeways, whether individual commuters or truck drivers hauling freight. Traffic delays compromise the region’s productivity and increase shipping costs. While the ports, railroads and various transportation agencies have invested aggressively in expanding transportation capacity, more people are starting to look at the other side of the equation – reducing the number of passenger cars clogging Southern California’s freeways, airports and bridges.

A step in this direction was the creation of Metro’s passenger light rail network. With 79 miles of track, it is among the 10 largest passenger light rail systems in the United States already carrying more than 300,000 weekday passengers. Currently, there are two expansion projects in the works. The first is the Metro **Gold Line Extension**, which will extend the Gold Line from Pasadena 11 miles west to Azusa, with a later link planned to Montclair. Work is expected to be completed by mid-2014 and was funded in part by Measure R tax funds. The second is the **Exposition Transit Corridor**. When completed it will connect Downtown L.A. with Culver City and the Westside. Service on Phase 1 is expected to begin this year, although construction will not be complete until 2012.

³ The California Environmental Quality Act (CEQA) and the National Environmental Policy Act (NEPA) require that agencies consider a no build alternative as a baseline.

Industrial Real Estate & International Trade

Introduction

International trade activity has a tremendous impact on Southern California's industrial real estate market. When the recession hit in 2009, a slow down in trade decimated the region. Economic conditions deteriorated and the unemployment rate shot up. Consumer and business demand evaporated. Companies were left with unwanted product on the shelf and orders to overseas suppliers dried up. Likewise, there was a drop-off in demand for U.S. goods from customers abroad. The result was a steep decline in demand for industrial space. Throughout the region, vacancy rates soared and rental rates declined as numerous firms either downsized or closed up altogether.

Then, in late 2009, the economic recovery began to take hold (especially in developing Asia). Companies around the world rushed to restock inventories that had been allowed to run down during the recession. U.S. exports picked up in response to more robust growth overseas. As the recovery at home gained traction, domestic demand perked up. The result was an unexpectedly large bounce-back in international trade. Leading the way were the region's manufacturing and logistics industries, both of which are major users of industrial space.

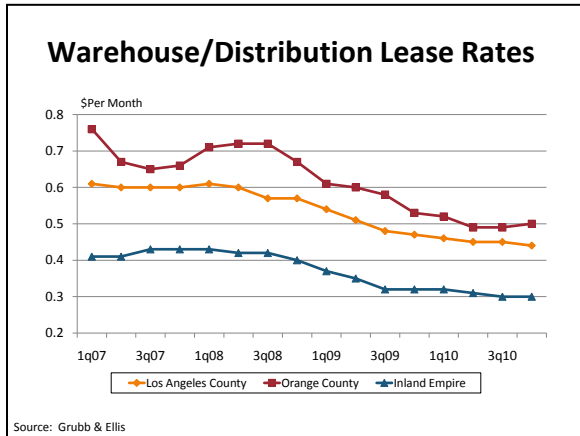
While the low point of the recession is now well behind us, and international trade is on the upswing, the region's industrial real estate market has not yet fully recovered. Stubbornly high unemployment rates have dampened consumer and business confidence. Many firms remain reluctant to hire new personnel and have learned to operate efficiently using less space.

*All trade, be it international, national, or regional, relies on an efficient goods movement system to facilitate the production, distribution and consumption of goods. Broadly speaking, a goods movement system may be defined as all the methods and **locations** used by firms to produce and transport goods to households and other firms. Within this context, industrial land is a valuable link in the flow of international trade. An adequate supply of industrial land with ready access to the region's transportation infrastructure is necessary to ensure economic growth, particularly in areas heavily dependent on trade.*

Regional Outlook

The Southern California industrial real estate market consists of three primary regions: Los Angeles County, the Inland Empire and Orange County.

Los Angeles County had over 474 million square feet of warehouse/distribution space at the close of 2010 with nearly 271,000 square feet of new space under construction. During the fourth quarter of 2010, asking rents for warehouse/distribution space declined on average by -6.4% to \$0.44 per square foot compared with the final quarter of 2009 (when rents slid by -17.5% compared with the final months of 2008). Depending on location, asking rental rates for warehouse/distribution facilities ranged from a low of \$0.38 per square foot (Central Los Angeles) to a high of \$0.51 per square foot (in the South Bay and San Fernando Valley).



Even so, with a countywide industrial vacancy rate of just 3.2% at year-end (versus 3.3% in 2009 and 2.3% in 2008) and limited land availability, the market for industrial properties in Los Angeles County remained the tightest in the nation. Many large logistics companies have taken advantage of discounted asking rates in key submarkets such as the South Bay to lock in long term deals in an attempt to get in front of a stronger market rebound (when it comes). After two and a half years of tough economic times, the Los Angeles County industrial market appears to have hit bottom and may well have turned the corner.

There are fewer buildings in the Inland Empire than in Los Angeles, but more are mega-warehouses (500,000 to over 1,000,000 square feet). The Inland Empire attracts users who need large blocks of low-cost land for logistics operations. However, the relatively low cost of land must be balanced against longer drive times from the ports (1.5 to over 3 hours depending on the time of day and location). Transportation costs account for roughly 50% of the total cost of operations for logistics companies. Given sharply rising fuel prices, location may, in some cases, outweigh rental rates as a factor in choosing where to set up shop.

The vacancy rate for all industrial space in the Inland Empire was 10.0% at year-end 2010 with vacancy rates for warehouse/distribution space at 10.2%. Industrial real estate leans heavily to warehouse/distribution space in the Inland Empire, comprising over 370 million square feet of all measurable industrial land (or 84%). Over the course of the recession, vacancy rates for logistics-related properties nearly tripled, rising from 4.4% in the first quarter of 2007 and peaking at 12.8% in the third quarter of 2009. By the end of 2010, rental rates for warehouse/distribution space had dropped by -9.1% to \$0.30 per square foot after plunging by -22.0% during the same period in 2009. In 2008, 30.4 million square feet of new speculative construction was built⁴. The market was flooded with new space put into place by speculators just as businesses were downsizing or closing up altogether. The pace of new construction slowed considerably in 2009. By the end of 2010 there was just 2.3 million square feet of new construction in the pipeline and that was build-to-suit only.

Last year, two trends were prevalent in the Inland Empire's industrial real estate market. One, companies sought to streamline operating costs and consolidate rather than expand. Second, several firms moved into the area to take advantage of low rents and the availability of big-box space. During 2010, 87 direct leases or user-sale transactions occurred for space in excess of 100,000 square feet – five of those leases were for space in excess of 500,000 square feet.⁵ In all of 2009, there were only 55 transactions for space in excess of 100,000 square feet. In fact, the Inland Empire was

⁴ During the recent market peak, the Inland Empire regularly posted annual construction starts of over 20 million square feet per year (CoStar Realty Information)

⁵ Industrial Trends Report: Inland Empire, Grubb & Ellis (4Q10)

number three in the nation last year (behind Chicago and Indianapolis) in terms of leasing more space than was given up (i.e. positive net absorption) in the amount of 2.9 million square feet.

However, excess supply remains a problem, particularly in cities west of I-15. More competitive rental rates are luring companies to some of the eastern submarkets. Consequently, high vacancy rates persist and rents look to continue to fall in 2011. Still, there are other signs things are looking up.

Orange County has approximately 145 distribution buildings over 100,000 square feet⁶, the majority of which are located in the northern portion of the county to minimize distance from the ports. Higher land costs make the area less attractive to users of large warehouses. However, there are several very efficient facilities serving some the area's Fortune 1000 companies. Despite overall industrial vacancy rates reaching 7.0% (1H2010), Orange County rents are on average 38% higher per square foot (due to land costs) than what one would pay for similar space in Los Angeles County. The vacancy rate for warehouse/distribution space in Orange County was 6.5% during the fourth quarter of 2010 and asking rents were down by -5.7% compared to the same period in 2009.

As the national economy picks up speed, the need for warehouse/distribution space in key Southern California markets will also increase. The outlook for industrial space development is much improved. International trade (and to a lesser extent, manufacturing) continue to lead the region's economic recovery and will eventually require more industrial space as the nation and its major trading partners recover.

The drivers of industrial demand are moving in the right direction. Manufacturing activity, freight shipments, international trade flows, inventory restocking and retail sales all have improved significantly over the past year. On the other hand, the recession was so deep that it will take some time for industrial and distribution activity to regain all of the lost ground. The market appears to have hit bottom – leasing activity is good (although not great) and the declines in rental rates are decelerating. Tight supply and rising demand over the next few years will drive down vacancy rates and usher in growth in rents.

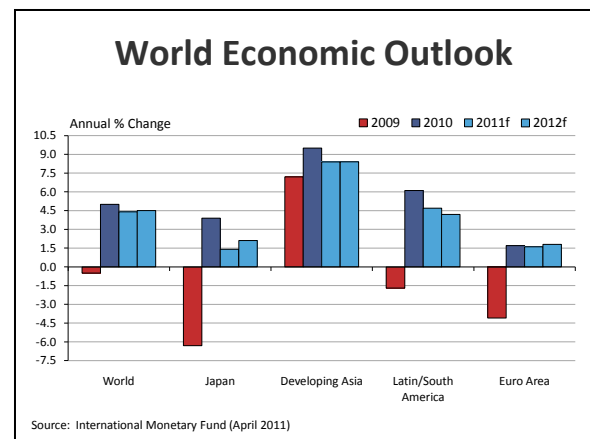
⁶ Logistics Market Trends; Grubb & Ellis (March 2009)

2011 World Economic and Trade Outlook

The world economy experienced a stimulus-driven two-speed recovery in 2010. The advanced economies witnessed moderate growth over the course of last year. The emerging and developing economies experienced very robust growth. In fact, upon closer inspection economic recovery was even inconsistent within the advanced economies. Most of the Euro Zone (with the exception of Germany) struggled to achieve the growth that took place in Japan and the U.S. On the other hand, emerging markets, particularly big countries like China, India, and Brazil were the most outstanding performers. In addition, newly industrialized Asian economies (South Korea, Taiwan, Hong Kong, and Singapore) and five Association of Southeast Asian Nations (the ASEAN-5 includes Indonesia, Thailand, Vietnam, Malaysia, and the Philippines) were other key economies that propelled global recovery to +5% real GDP growth in 2010 after contracting -0.6% in 2009.

Overall, global recovery primarily reflected two factors. First was the enactment of large fiscal and monetary stimulus policies by governments throughout the world. Government intervention played a critical role in the 2010 global recovery, particularly in China, Japan, and the U.S. Second, recovery was a result of inventory restocking around the world. This translated into world trade leading the recovery. Export-led economies were the main beneficiaries of this rebound as witnessed by China, Japan, Germany, and South Korea.

The biggest single new development that took place in the world economy during 2010 was the debt crisis in the Euro Zone. Both Greece



and Ireland had to be rescued by the IMF and European Union (followed by Portugal this year). As a result, many nations in Europe came to realize that they had to move away from government spending (stimulus) and towards austerity measures. That is indeed what happened in 2010. In other parts of the world, stimulative measures implemented to ignite the world recovery are narrowing. The withdrawal of government support looks to be a key development for the rest of this year. Then, the big question becomes: can the private sector answer the call and continue the global recovery this year?

Major issues remain for advanced economies to overcome this year: deficit and debt issues, unemployment, housing, financial stability, and private sector demand. Emerging and developing economies also face multiple issues: including an influx of capital inflows, potential overheating, asset bubbles, inflation (including food, oil, and other commodities), and currency questions. Overall, the rest of the world economy has its own concerns involving improved governance, potential protectionism, oil prices, and the impact of geopolitical events-

such as the crisis in the Northern African and Middle Eastern nations-on global markets.

Economists expect Asian developing nations to lead the way once again this year. So far, they have met those expectations in the first quarter of 2011. However, developing Asia as well as other emerging and developing economies look for a slower pace of growth this year, mainly due to removal of government support. Expectations for this year are for China and India to once again be the strongest performers, along with Indonesia and the rest of the ASEAN-5, and Brazil, Taiwan, and South Korea should also perform well. Asia (excluding Japan) looks to once again be the region that leads global recovery. Laggards will once again be advanced economies beginning with the Euro Zone, the U.K., and Japan (particularly true now due to the recent disasters). Most likely, the Euro Zone (particularly Greece, Spain and Portugal) looks to be the slowest performer amongst advanced economies in 2011. Led by emerging and developing economies, the global economy looks to grow by about +4.4% in 2011 after experiencing growth of +5.0% in 2010.

Most of Los Angeles Customs District's top trading partners (excepting Japan) should once again witness robust economic growth in the 2011 forecast period. These nations include China, South Korea, Taiwan, Thailand, Vietnam, Malaysia, Australia, Singapore, and Indonesia.

In this post-financial crisis U.S. environment, the world economy is taking on a new shape. Emerging and developing economies face the opposite set of issues that advanced economies are addressing. Emerging markets with sound finances are experiencing strong economic growth, potential overheating, inflation, and contractionary monetary policy. The advanced economies will attempt to overcome high

unemployment and below-normal output levels with loose monetary policy, and fiscal deficits. The global economy is truly a different landscape. World trade flows rebounded very strongly in 2010. In fact, world trade volumes surpassed everyone's expectations. Trade practically made up all losses from 2009 as global demand recovered. In turn, the Los Angeles Customs District (LACD) was boosted by the strong expansion in global commerce. The number of loaded import containers handled at the local ports (Port of Los Angeles and Port of Long Beach) increased by +18.3% in 2010 after dropping by -17.6% in 2009. Loaded export containers rose by +13.3% after weakening by -14.3% in 2009.

Over the next few years, U.S. export growth should be helped further by the Obama administration's National Export Initiative (NEI). This initiative attempts to double the country's total exports over five years. If successful, the NEI would make a significant difference in potential exports through LACD to our top trading partners, particularly, China, Japan, South Korea, and the ASEAN-5 nations (Thailand, Malaysia, Vietnam, Indonesia and the Philippines). After one year, the NEI is on target to meet its overall goal.

In addition, finalizing the U.S.-South Korean Free Trade Agreement in coming months would have a substantial impact on imports & exports through LACD. Also, in the next year, U.S. trade could benefit greatly from the successful completion of the Doha Round (the current trade negotiation round of the World Trade Organization) or an amended version and the Trans-Pacific Partnership Agreement (a trade agreement that could set the precedent for the entire Asia-Pacific region – which currently includes Australia, Vietnam, Singapore, Brunei,

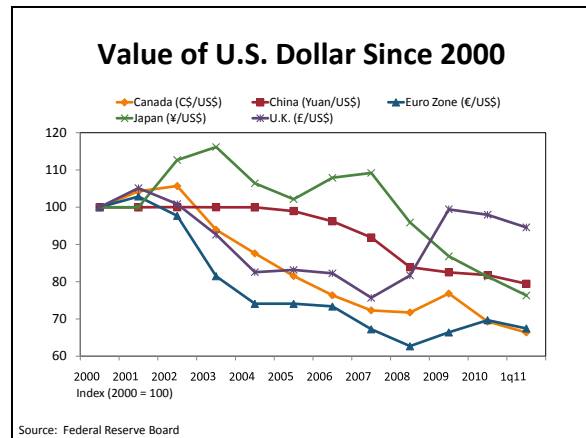
Chile, New Zealand and Peru). Negotiators just successfully completed a sixth round of talks.

The Asian economies that comprise the LACD top five trading partners are all expected to perform well in 2011. The exception is Japan, which is forecasted to grow just above one percent, due to the anticipated slowdown from last year, and the impact of the recent disasters. Economists expect the Chinese economy to continue to experience very strong growth. Albeit, not the double digit growth it had last year. This obviously continues to bode well for U.S. and LACD trade volumes.

Of course, a strong recovery in LACD imports heavily depends upon the strength of the U.S. economic recovery in the remainder of this year. The latest IMF outlook from April projects U.S. economic growth at +2.8% in 2011, down from earlier estimates. Any further appreciation of the Renminbi (CNY) on the part of the Chinese government translates into more expensive Chinese goods and lower U.S. imports. Cheaper U.S. goods lead to an increase in U.S. exports. The other four key economies (Japan, South Korea, Taiwan and Thailand) also expect to grow this year by +1.4% to +5.4%.

The overall outlook looks promising for the LACD and world trade volumes. Most economists expect total world merchandise trade (goods only) to increase by +7%-8% in 2011, reflecting the global economic recovery. The growth in trade flows could be lower if the Asian economies do not perform as well as expected and/or if key trading countries decide to promote protectionist policies to revive domestic demand. Also, a lot depends on how strongly the U.S. economy can continue to grow. The answers to these questions ultimately goes a long way towards determining

LACD and world trade volume figures for 2011. Total LACD two-way trade value is forecasted to increase to \$372.8 billion in 2011, a rise of +7.5% from 2010. LACD two-way trade value should continue its rebound in 2012, growing by +5% as world trade growth declines slightly.



Our outlook at the LAEDC projects a deceleration in trade growth (particularly regarding U.S. imports) this year. The U.S. dollar faces downward pressure. Manufacturing and distribution inventory pipelines have been mostly refilled. However, U.S. exports should continue to strengthen particularly to emerging markets. Given the downside risks (particularly energy prices) that need to be taken into consideration, our forecast is conservative. Total container traffic at the Los Angeles and Long Beach ports is expected to expand in 2011 to 14.8 million TEUs. This is a moderate rise of +5.2% when compared to last year's growth rate of +19.5%. Overall growth looks to be propelled by a higher rise in exports than in imports. Our forecast for 2012 calls for a similarly moderate increase in total trade volumes for both local ports. Total traffic is also expected to increase by +5% in 2012, bringing total TEUs to 15.5 million. [See chart on page 41]

Los Angeles Customs District's Top 10 Trading Partners, 2010

Country	Two-Way Trade (Billions \$)	Rank	LACD Imports** (Billions \$)	Rank	LACD Exports (Billions \$)	Rank	Merchandise Trade Balance (Billions \$)	Import-to-Export Ratio
China*	\$190.4	1	\$160.3	1	\$30.1	1	-\$130.2	5.3
Japan	53.3	2	39.5	2	13.8	2	-25.7	2.9
South Korea	24.3	3	14.0	3	10.3	3	-3.7	1.4
Taiwan	18.4	4	12.5	4	5.9	5	-6.6	2.1
Thailand	11.3	5	8.6	5	2.7	7	-5.9	3.2
Vietnam	9.3	6	7.7	6	1.6	15	-6.1	4.8
Malaysia	8.7	7	6.4	7	2.3	8	-4.1	2.8
Australia	8.5	8	2.0	17	6.5	4	4.5	0.3
Singapore	8.1	9	3.0	13	5.1	6	2.1	0.6
Indonesia	7.9	10	6.3	8	1.7	14	-4.6	3.7

Country	Population	Two-Way Trade Per Person (\$/Person)	LACD Imports Per Person (\$/Person)	LACD Exports Per Person (\$/Person)	Mer. Trade Bal. per Person (\$/Person)
China*	1,344,413,526	\$141.6	\$119.2	\$22.4	-\$96.8
Japan	126,475,664	421.4	312.3	109.1	-\$203.2
South Korea	48,754,657	498.4	287.2	211.3	-\$75.9
Taiwan	23,071,779	797.9	541.8	255.7	-\$286.1
Thailand	66,720,153	169.2	128.9	40.5	-\$88.4
Vietnam	90,549,390	102.3	85.0	17.7	-\$67.4
Malaysia	28,728,607	302.1	222.8	80.1	-\$142.7
Australia	21,766,711	391.0	91.9	298.6	\$206.7
Singapore	4,740,737	1717.0	632.8	1075.8	\$443.0
Indonesia	245,613,043	32.3	25.7	6.9	-\$18.7

Notes: *China Includes the mainland, Hong Kong and Macao.
Notes: **General Imports
Sources: U.S. Census Bureau; Population data from the Central Intelligence Agency, World Fact Book 2010

The table above summarizes international trade flows between LACD and its top ten major trading partners. Nations in the table are ranked according to total two-way volume of trade in 2010.

Please refer to the **Statistical Appendix** at the end of this report for additional detail regarding trade activity in the Los Angeles Customs District as well as information pertaining to the San Francisco and San Diego Customs Districts and exports from California.

A Survey of L.A. Customs District's Largest Trading Partners

China

China was once again the LACD's largest trading partner in 2010 with total two-way trade valued at \$190.4 billion, up by +22.6% from 2009. Total Chinese imports unloaded (general imports) in the LACD were \$160.3 billion (#1), while total U.S. exports to China through the LACD came to \$30.1 billion (again #1). This gave the LACD a trade deficit of -\$130.2 billion (also #1). China's import-to-export ratio of 5.3 was once again by far the highest among the LACD's top trading partners. However, the 5.3 import-to-export ratio was lower than the 2009 ratio of 5.8 which is an encouraging sign for LACD export growth.

The list of China's major import product groups continues to be dominated by electronics equipment and nondurable consumer goods. One major driver of imports is electronic products and components-dominated by flat-panel TV demand. As expected, due to the U.S. recovery, the value of imports from China unloaded in the LACD jumped by +21.1% during 2010; with computers, peripherals, machinery, appliances and parts experiencing the largest upside with a +31.1% climb. Electronic equipment and components saw a +16.9% expansion when compared to 2009, as the U.S. recovery increased business and consumer spending. All major product groups experienced growth in 2010, including toys-up by nearly +17% from 2009, footwear-rising by +24%, furniture-increasing by nearly +24% as well and apparel-both knit and not knit, gaining +18.5%. Overall, growth in Chinese imports can be attributed to the restocking of inventory and the resurgence of demand stimulated by the U.S. economic recovery.

Many LACD exports to China are driven by that nation's huge appetite for raw materials and

LACD General Imports from China*			
(Millions of \$)	2010	% of	09-'10
	Imports	Total	Change
Electrical Equipment & Parts, Electronic Components	\$36,093.8	22.5%	16.9%
Computers, Peripherals, Machinery, Appliances & Parts	34,836.5	21.7%	31.1%
Toys, Games, Sports Equipment & Accessories	12,505.5	7.8%	16.7%
Footwear & Parts	9,461.6	5.9%	24.0%
Furniture, Bedding, Lamps, etc.	9,072.6	5.7%	23.9%
Apparel & Accessories, Knit or Crochet	7,830.0	4.9%	22.0%
Apparel & Accessories, Not Knit or Crochet	7,632.1	4.8%	15.7%
Plastics & Items Made of Plastic	4,559.0	2.8%	18.2%
Leather, Handbags & Related Products	3,710.0	2.3%	25.2%
Vehicles & Parts	3,658.2	2.3%	29.7%
Iron & Steel Products	3,244.5	2.0%	9.8%
Textiles Art, Needlecraft Sets	2,849.0	1.8%	29.5%
Optic, Photo, Medical/Surgical Instruments	2,278.0	1.4%	16.1%
Organic Chemicals	1,713.1	1.1%	7.2%
Miscellaneous Metal Products	1,650.0	1.0%	17.1%
All Other Products	19,231.1	12.0%	17.2%
Total General Imports from China	160,325.0	100.0%	21.1%

LACD Exports to China*			
(Millions of \$)	2010	% of	09-'10
	Exports	Total	Change
Computers, Peripherals, Machinery, Appliances & Parts	\$3,932.0	13.1%	23.3%
Electronic Equipments & Electronic Parts	3,541.9	11.8%	17.9%
Plastic & Items Made of Plastic	2,987.2	9.9%	17.4%
Vehicles & Parts	2,091.8	7.0%	50.1%
Cotton, Yarn & Woven Fabric	1,749.7	5.8%	155.4%
Copper & Items Made of Copper	1,583.6	5.3%	62.1%
Optic, Photo, Medical/Surgical Instruments	1,377.5	4.6%	23.2%
Aluminum & Items Made of Aluminum	901.8	3.0%	26.6%
Paper, paperboard & Related Products	863.3	2.9%	23.5%
Leather & Leather Goods, Hides	786.5	2.6%	59.8%
Rubber & Items Made of Rubber	760.9	2.5%	30.5%
Iron & Steel	746.2	2.5%	-15.6%
Miscellaneous Chemical Products	717.1	2.4%	39.4%
Organic Chemicals	691.4	2.3%	28.7%
Inorganic Chemicals	599.1	2.0%	62.5%
All Other Products	6,731.2	22.4%	33.1%
Total Exports to China	30,061.3	100.0%	31.5%

*China includes the Mainland, Hong Kong & Macau

components as inputs to its growing manufacturing sector activities. The Chinese manufacturing sector regained full form in 2010 as its domestic economy performed very strongly. The largest LACD export product groups—computers, electronic parts, and plastic products—all confirm this trend. China became more dependent on all these major products in 2010 when compared to 2009. Chinese demand for computers parts increased by +23.3%. Demand for electronic parts gained nearly +18% in 2010. In addition, Chinese demand for plastics rose by +17.4% in 2010 when compared to 2009. The only major product group that did not experience a gain in 2010 was iron and steel. LACD iron and steel

exports (mostly scrap) to China declined by -15.6% in 2010 as China continued to look more towards Brazil, Australia, and other Asian nations to meet commodity and raw material requirements. Exports of vehicles and auto parts climbed by over +50% in 2010. China's auto market continues to flourish, surpassing the U.S. as the largest auto market in the world in 2009. The demand for American cotton and textile fabrics witnessed the most significant expansion when compared to 2009. These exports surged by over +155% in 2010 after falling by nearly -51% in 2009. The next best performers were inorganic chemicals and copper. They both climbed by over +62% in 2010.

The Chinese economy performed exceptionally well in 2010: GDP climbed +10.3%. A revival of external demand, along with healthy domestic demand, and strong real estate investment, led to a surge in economic growth. In turn, China's strong growth has propelled the global economic recovery. Some indications of a slowdown within China's economy began to appear in the second half of 2010. Government-led investment weakened along with bank lending, and industrial production. However, fourth quarter economic growth outperformed third quarter results, causing renewed concern among Chinese officials. The government had made efforts to slow economic growth in order to negate inflation concerns. Over the course of 2010, the government directed banks to slow down the pace of credit creation. The majority of those new loans were in construction and real estate.

The global recovery definitely helped Chinese exports. Export figures rebounded very strongly in 2010, particularly over the first half, and then reached record highs at the end of the year. But the biggest story in 2010 was the consistency of Chinese domestic demand. Retail sales experienced double digit growth rates in 2010. As a result, the make-up of Chinese economic growth has become more broad-based, with consumption leading the way. In

particular, sales of cars and housing have been strong. The most significant concerns for 2011 are related to the economy's potentially overheating resulting in inflation, and whether or not asset bubbles have emerged in real estate and equity markets.

Although economic growth in 2011 is not expected to be as strong as in 2010 (mainly due to withdrawal of government stimulus and disappearance of the one-time jump in exports due to restocking of inventories), the outlook for 2011 still remains very bright for China. Exports, especially to other developing Asian nations, and domestic demand, expect considerable momentum over the next year. Already, the Chinese economy grew by +9.7% in the first quarter of 2011 compared to a year-ago. This demonstrates the Chinese economy is still very strong. Once again, this year's top global performer is expected to be China, as economists project the economy to expand by +9.6% in 2011.

Japan

Japan was LACD's second largest trading partner in 2010 with total two-way trade valued at \$53.3 billion, up by +26.0% from 2009. Total Japanese imports unloaded (general imports) in the LACD were valued at \$39.5 billion (#2). Total U.S. exports to Japan through the LACD came to \$13.8 billion (again #2). This gave LACD a trade deficit of -\$25.7 billion (also #2). Japan's import-to-export ratio was 2.9, the third highest among LACD's top five trading partners, which was higher than the 2.6 registered in 2009.

The value of Japan's imports unloaded in LACD climbed +29.0% during 2010, after dropping -30.8% in 2009. Major factors in this performance were sharp increases in the number of motor vehicles & parts, computers, and electronic equipment & components coming from Japan through the LACD's

ports. U.S. demand for these products rose sharply in 2010. Imports of optic, photo, medical instruments, and rubber products (mostly tires) also strengthened in 2010. Expansion in direct imports of plastic products through the LACD also contributed to recovery in Japanese imports in 2010. Other notable increases in product group imports through the LACD included gains in organic chemicals and articles of iron & steel. Meanwhile, only one major product group experienced a decline in 2010. Tools and cutlery product group fell by nearly -2%.

LACD's exports of goods to Japan jumped by +18.3% during 2010 after falling by -22.5% in 2009. The LACD's major exports to Japan include optic, photo, and medical instruments; aircraft, spacecraft and parts; computers, peripherals, machinery, appliances & parts; electrical equipment & electronic parts; and plastics. Exports of all these products increased in 2010 with the exception of aircraft, spacecraft and parts. At the top of the list were plastic products (up by +47.9% in 2010); vehicles & auto parts (+37.1%); organic chemicals (+60.0%); meat (+14.0%); and refined oil products & natural gas (+92.3%), the largest yearly rise. Farther down, significant increases in exports were registered by miscellaneous chemical products (up by +36.5%) and rubber and rubber products (+82.6).

The Japanese economy experienced a substantial recovery in 2010, mainly due to significant fiscal and monetary stimulus. In fact, the government and the Bank of Japan implemented additional stimulus measures as the year went along to prevent the economy from stalling and falling into a double-dip recession. Strong demand from emerging Asian countries helped revive exports and deepen the domestic recovery in 2010. Japan's economy grew by +4.0% in 2010 based on unofficial estimates. Exports rose very strongly growing by over 40% in the first half of 2010. The majority of demand came from China (Japan's largest market) and the rest of

LACD General Imports from Japan			
(Millions of \$)	2010	% of	09-'10
	Imports	Total	Change
Vehicles & Parts	\$12,856.0	32.5%	32.5%
Computers, Peripherals, Machinery, Appliances & Parts	10,154.6	25.7%	37.8%
Electrical Equipment & Electronic Parts	5,743.0	14.5%	21.4%
Optic, Photo, Medical/Surgical Instruments	1,773.3	4.5%	20.2%
Rubber & Items Made of Rubber	1,643.0	4.2%	37.6%
Plastics & Items Made of Plastic	968.0	2.4%	41.2%
Organic Chemicals	654.7	1.7%	13.5%
Iron & Steel Products	603.5	1.5%	35.2%
Special Classification Provisions	503.2	1.3%	1.9%
Miscellaneous Chemical Products	456.2	1.2%	9.0%
Photographic & Cinematographic Goods	279.8	0.7%	0.7%
Metal Tools, Cutlery & Parts	250.6	0.6%	-1.9%
Iron & Steel	227.3	0.6%	16.8%
Clocks, Watches & Parts	214.5	0.5%	15.6%
Furniture, Bedding, Lamps, etc.	213.5	0.5%	62.0%
All Other Products	2,973.4	7.5%	21.8%
Total General Imports from Japan	39,514.5	100.0%	29.0%

LACD Exports to Japan			
(Millions of \$)	2010	% of	09-'10
	Exports	Total	Change
Optic, Photo, Medical/Surgical Instruments	\$1,170.0	8.5%	18.2%
Aircraft, Spacecraft & Parts	1,031.6	7.5%	-14.2%
Computers, Peripherals, Machinery, Appliances & Parts	1,025.9	7.4%	28.1%
Electrical Equipment & Electronic Parts	962.5	7.0%	10.7%
Plastic & Items Made of Plastic	897.6	6.5%	47.9%
Vehicles & Parts	668.6	4.8%	37.1%
Organic Chemicals	666.9	4.8%	60.0%
Inorganic Chemicals & Related Compounds	611.2	4.4%	-4.8%
Meat & Meat Products	572.5	4.2%	14.0%
Refined Oil Products & Natural Gas	560.9	4.1%	92.3%
Miscellaneous Chemical Products	484.6	3.5%	36.5%
Special Classification Provisions	346.8	2.5%	-9.3%
Prepared Animal Feed	321.0	2.3%	9.5%
Seeds, Grains & Fruits	239.6	1.7%	7.4%
Essential Oils, Perfumes & Cosmetics	197.7	1.4%	-20.4%
All Other Products	4,029.0	29.2%	20.5%
Total Exports to Japan	13,786.2	100.0%	18.3%

Asia. Renewed demand from the U.S. made a difference as well.

In 2010, Japan elected a new Prime Minister. Naoto Kan replaced Yukio Hatoyama as the leader of the Democratic Party of Japan, which came into power in 2009. Mr. Kan, the former finance minister, has placed a greater emphasis on reducing Japan's soaring national debt. To implement this policy going forward, Prime Minister Kan appointed a fiscal hawk as the new economics minister. A recent downgrade of Japanese debt by Standard & Poor's helped reinforce this change in attitude. As a result, the island nation expects growth to slow over the short-to-medium term.

Japan began the year with many key obstacles in 2011 and beyond. The economy already faced big

question marks related to public indebtedness, deflation, and a rising Yen. The year began with expansionary fiscal policy not being a viable option in 2011. However, everything changed drastically in a matter of minutes on March 11th, as Japan experienced the worst natural disaster in its history. The triple disasters, including an earthquake, tsunami, and nuclear disaster, all had a severe impact on the economy. In the short term, the Japanese economy is now expected to contract in

the second and third quarters of 2011 due to the overall loss of output. However, positive growth should resume in the fourth quarter, helping build towards stronger growth in 2012. The Japanese economy is still projected to grow by +1.0% to +1.5% this year. The strength of the recovery looks to depend upon the strength of exports on the one hand, and on consumer spending and business investment on the other.

The Triple Disasters in Japan: Impact on the Los Angeles Economy

Update on Japan:

- Over 26,000+ victims
- Damage estimated at \$200-\$300 billion
- GDP of three damaged prefectures – roughly 4% of total Japanese GDP
- Equivalent to losing almost half of L.A. County's total GDP
- All railways, ports, and the Sendai Airport are now operational
- Toyota is back to 60-70% of its production capacity in Japan; it will resume normal production levels in the U.S. over the summer
- Car suppliers in impacted areas look to mostly recover in the next few months
- The first supplemental budget for reconstruction was recently passed. The second is expected in July or August

→ **Expect large, near-term declines in virtually all types of local activity tied to Japan**

International Trade – Japan is the L.A. Customs District's (LACD) second largest trading partner

- 22% of U.S. two-way trade with Japan by dollar value flows through the LACD
- Major imports are autos/parts, computers/parts, electrical equipment and electronic components. All will be negatively impacted over the short term

- As we expected, shortages of Japanese-made goods have occurred. Due to the heavy damage suffered by manufacturing facilities in the affected areas and uncertain availability of power
- Exports from the U.S. to Japan through the LACD dropped in response to a decline in Japanese demand during the pre-recovery phase
- Recovery and reconstruction efforts should lead to higher LACD exports later this year and in 2012

Tourism – 305,000 Japanese visitors traveled to Los Angeles in 2010

- Expect large declines in Japanese visitor counts, especially near-term (May-June)
- LAX, downtown hotels, and other venues frequented by Japanese tourists should all be impacted

→ **But remember these things:**

- Japan and Los Angeles County both have large economies (Japan – 3rd largest and L.A. County – 20th largest based on current prices in U.S. dollars)

- The U.S. and the rest of the world are experiencing an economic upswing
- “Big Numbers” that influence the Los Angeles economy should show somewhat less impact
- Japan’s overall economy should recover, beginning later this year and continuing into 2012. The reconstruction efforts act as an economic stimulus

Recent Information:

Impact on the Local Ports:

Trade statistics at the San Pedro Bay ports for the month of March reflected the expected impact of the earthquake and tsunami in Japan. Total container traffic fell when compared to February. In particular, the Port of Long Beach ended its 15 consecutive months of year-to-year increases in March as imports dropped by -7.5% when compared to a year earlier. This can partly be attributed to the impact of the disasters in Japan post-March 11. Trade experts estimated that the aftermath of the disasters in Japan reduced trade flows at the local ports at least 1-2 percentage points.

Japanese Economic Indicators:

Japanese exports declined by -2.2% in March 2011 compared with a year earlier. It was the first time in sixteen months exports had fallen. In fact, exports had risen in February by +9% year-over-year. Data from the Ministry of Finance demonstrate exports had actually risen in the first ten days of March. Then, they decreased by nearly -10% for the rest of the month. The automobile industry was hit the hardest. Exports of cars dropped the most dramatically since October 2009 falling by -27.8%.

In addition, the Finance Ministry recently announced Japanese exports declined nearly -13% from April 1-20 compared with the same period last year. Japan actually posed a trade deficit of nearly \$10 billion over the period of April 1-20. As a result, Japan is expected to post a trade deficit in April, which would be the second trade deficit in two years (January was the first). Recent government statistics revealed Japanese industrial production dropped by -15.3% in March when compared with February. This was the largest month-to-month decline since records began in 1953. Also, consumer spending contracted -8.5% in March.

South Korea

South Korea was LACD's third largest trading partner in 2010. Total two-way trade was \$24.3 billion, up +37.3% from 2009. Total Korean imports unloaded (general imports) in LACD were \$14.0 billion (maintaining its #3 ranking). Total U.S. exports to South Korea through LACD moved up to \$10.3 billion (also at #3). This gave LACD a bilateral trade deficit of -\$3.7 billion (#8). However, South Korea's import-to-export ratio, at 1.4, remained the lowest among the LACD's top five trading partners in 2010.

The value of South Korea's imports to the LACD increased by a significant +36.4% during 2010. The largest jump came in miscellaneous articles of base metal, which surged by +143.8% after dropping nearly 42% in 2009. In addition, rubber and rubber products experienced the second highest increase in 2010, climbing nearly +102%. Overall gains in industrial production and manufacturing associated with the U.S. recovery were the key reasons for this growth. Other notable increases were seen in imports of iron and steel, aircraft, spacecraft and parts, and articles of iron and steel. Of the top imports from South Korea, rubber and rubber products, and vehicles & parts, witnessed the most substantial increases. The replenishment of inventories, a moderate recovery in consumer spending, along with the comeback of business investment, contributed to the overall gains seen in imports.

LACD demand for refined oil products from South Korea also continued to grow in 2010. South Korea imports all of its natural gas and crude oil requirements, and then re-exports about a quarter of the oil as refined products like gasoline. Among South Korea's imported products, only optic, medical, and surgical instruments experienced a decline over the year.

LACD General Imports from South Korea			
(Millions of \$)	2010		09-'10
	Imports	% of Total	
Computers, Peripherals, Machinery, Appliances & Parts	\$4,180.6	29.8%	41.6%
Electrical Equipment & Electronic Parts	2,462.4	17.5%	27.4%
Vehicles & Parts	2,170.4	15.5%	62.8%
Rubber & Items Made of Rubber	883.1	6.3%	101.9%
Refined Oil Products	667.7	4.8%	12.2%
Plastic And Items made of Plastic	526.7	3.8%	33.0%
Iron & Steel Products	365.4	2.6%	50.0%
Optic, Photo, Medical/Surgical Instruments	273.0	1.9%	-43.9%
Iron & Steel	119.0	0.8%	69.4%
Paper & Paperboard	143.8	1.0%	33.7%
Aircraft, Spacecraft & Parts	149.7	1.1%	51.7%
Miscellaneous Metal Products	148.4	1.1%	143.8%
Furniture, Bedding, Lamps, etc.	128.5	0.9%	44.3%
Organic Chemicals	127.2	0.9%	20.9%
Knitted Or Crocheted Fabrics	94.7	0.7%	2.0%
All Other Products	1,592.3	11.3%	-34.7%
Total Imports from South Korea	14,033.0	100.0%	36.4%

LACD Exports to South Korea			
(Millions of \$)	2010		09-'10
	Exports	% of Total	
Computers, Peripherals, Machinery, Appliances & Parts	\$1,696.4	16.5%	54.5%
Electrical Equipment & Electronic Parts	1,231.5	12.0%	15.4%
Optic, Photo, Medical/Surgical Instruments	558.9	5.4%	18.2%
Aircraft, Spacecraft & Parts	549.2	5.3%	33.2%
Organic Chemicals	489.5	4.8%	123.0%
Meat & Meat Products	466.5	4.5%	120.9%
Iron & Steel Products	448.2	4.4%	34.7%
Plastics And Items Made of Plastic	438.3	4.3%	48.1%
Miscellaneous Chemical Products	413.2	4.0%	84.5%
Vehicles & Parts	357.1	3.5%	53.8%
Leather & Leather Goods, Hides	296.3	2.9%	58.7%
Inorganic Chemicals	205.2	2.0%	14.5%
Aluminum & Items Made of Aluminum	203.4	2.0%	22.6%
Pharmaceutical Products	149.4	1.5%	171.1%
Cotton	148.1	1.4%	91.2%
All Other Products	2,647.9	25.7%	29.9%
Total Exports to South Korea	10,299.1	100.0%	38.4%

LACD exports to South Korea rose by +38.4% during 2010, after falling by -22.0% in 2009. The top three exports include computers, machinery, appliances & parts; electrical equipment & parts; and optical and medical instruments. All three categories saw increases ranging from +15.4% to +54.5%. The largest expansions in 2010 were seen in pharmaceutical products (+171.1%), organic chemicals (+123.0%), and meat products (+120.9%) as the South Korean economic recovery increased demand. Another positive trend came in exports of cotton products through LACD, which expanded by +91.2% in 2010. Pharmaceutical products were a new entry into the top exports list, along with cotton products.

South Korea's economy (Asia's fourth largest) has been a stellar performer among Asian economies. The nation helped lead the global recovery and is a main beneficiary of China's performance. Although not as robust as the Chinese or Indian economies, the South Korean economy performed well over the past year. South Korea's GDP in 2010 expanded by +6.1%, with exports and industrial production continuing their strong renewal. Exports surged last year, rising by nearly 30%. The key has been the consistent strength of demand from Korea's Asian neighbors. In particular, demand from China, which takes 33% of South Korean exports, has been instrumental in propelling this growth. Electronics, autos and shipbuilding have been the most heavily demanded products.

2011 should see the rebound in South Korea real GDP growth continue, as both consumption and exports come back strongly. Improving labor market conditions also should lead to an increase in consumer spending. Unemployment has reached two-year lows. The very strong recovery in the Asian economies bodes well for South Korean exports. All of this equates to an attractive environment for investment in 2011 and beyond. The Bank of Korea tightened monetary policy in the second half of 2010 (following the lead of Malaysia, India and Taiwan) as inflation became and remains a big concern. The South Korean economy is projected to grow by +4.5% to +5.0% in 2011.

Similar to the Yen, the Won strengthened in 2010, as the economy grew strongly and portfolio capital flowed into South Korea. Overall, the Won appreciated by nearly +4% versus the U.S. dollar in 2010. The South Korean Won is expected to strengthen further against the U.S. Dollar, as the South Korean economy grows strongly.

The Korea-U.S. Free Trade Agreement (KORUS FTA)

The United States and South Korea originally signed the Korea-U.S. Free Trade Agreement on June 30, 2007 under the Bush administration. The KORUS FTA is one of three free trade agreements that have been signed and not yet approved by Congress. The other two are the Colombia and Panama Free Trade Agreements. The KORUS FTA is by far the most critical of the three from an economic impact standpoint. In fact, the Free Trade Agreement between South Korea and the U.S. is the most significant FTA since the North American Free Trade Agreement (NAFTA) completed in 1994.

This new FTA would eliminate tariffs and duties on over 95 percent of consumer and industrial products within three to five years of the implementation date. In addition, the majority of any additional tariffs would be eliminated within 10 years. Negotiators expect U.S. exports to South Korea to grow by \$11 billion from the elimination of tariffs alone. Also, the Free Trade Agreement would eliminate existing non-tariff barriers and prevent non-tariff barriers from being created in the future.

The KORUS FTA would create multiple opportunities for both U.S. goods and services. On the goods side, the Free Trade Agreement opens the 12th largest economy's large middle class of consumers to American-made goods. On the services side, the Free Trade Agreement opens up South Korea's \$560 billion services market to American and Los Angeles area based companies.

Many industries (agriculture, aerospace, automotive, education, electronics, health care, medical, metals, transportation and telecommunications) will gain from this agreement. All have a substantial presence in the Los Angeles region. The Free Trade Agreement also creates new opportunities for the U.S. manufacturing industry. And the manufacturing capital of the U.S. is Los Angeles County. Thus, the local economy has a lot to look forward to in the coming years, as increased exports will boost economic growth and create new and well-paid jobs in the Los Angeles region.

Ultimately, the U.S. and particularly, the Los Angeles Customs District (LACD) benefit greatly from this trade agreement. Much of the two-way trade container volume with South Korea comes through the LACD (mainly the Port of Los Angeles and the Port of Long Beach). Indeed, the LACD represents nearly 30% of total U.S. two-way trade value with South Korea.

After coming into office, the Obama administration identified shortcomings in the 2007 agreement and set out to improve the original accord. Since 2009, the administration ordered the Office of the U.S. Trade Representative to engage in bilateral negotiations with the South Korean government in order to address the key contentious issues. The main opponents of the FTA were the auto industry and the labor unions. They felt the accord did not go far enough to provide market access in South Korea for U.S. auto manufacturers. However, in December 2010, a supplemental deal was reached that addressed the auto industry's concerns. Passage now seems likely, as all sides seem to be satisfied.

Still, the current U.S. Congress has made it very clear they will only pass this agreement if it is combined with the other two pending trade agreements - Colombia and Panama. There are encouraging signs. An additional side agreement has been finalized with Panama, and another with Colombia has basically been concluded. This has increased the odds of all three coming to fruition in the coming months. The Obama administration announced it is ready to work with Congress to get these three Free Trade Agreements passed as soon as possible.

Taiwan

Taiwan was LACD's fourth largest trading partner in 2010 with total two-way trade valued at \$18.4 billion, up by +27.8% from 2009. Total Taiwanese imports unloaded (general imports) in the LACD were valued at \$12.5 billion (#4). Total U.S. exports to Taiwan through the LACD were \$5.9 billion, moving up from #6 ranking to a #5 ranking. This gave the LACD a trade deficit of -\$6.6 billion (still the 3rd largest). Taiwan's import-to-export ratio was 2.1, down from 2.3 in 2009.

The value of total general imports from Taiwan to the LACD grew significantly in 2010, up +24.5%. There were marked increases in all direct import products except apparel and refined oil products. Most significant growth came in from special classification provisions (+165.6%), iron & steel (+58.4%), toys (+48.0%), and rubber & rubber products (+38.7%). All increased dramatically due to the U.S. economic recovery. Of the top imports, computers & peripherals and articles of iron and steel—experienced increases of +33.5% and +28.0%, respectively. On the negative side, the LACD recorded lower imports of refined oil products (as crude prices rebounded) and knitted apparel, which dropped by nearly -60% and -2%, respectively.

The value of total exports leaving the LACD for Taiwan rose by +35.8% during 2010. The strongest expansion came from exports of vehicles and parts; (surging by +129.4%) and exports of leather and leather goods (strengthening by +83.1%) in 2010. The top export product—iron and steel—experienced a dramatic turnaround in 2010 as exports increased by nearly +75% after falling by over -48% in 2009. Of the other top exports, computers & peripherals, electrical equipment and machinery, and plastics and plastic products—experienced increases of

LACD General Imports from Taiwan			
(Millions of \$)	2010		09-'10
	Imports	% of Total	
Electrical Equipment & Electronic Parts	\$3,689.1	29.6%	24.4%
Computers, Peripherals, Machinery, Appliances & Parts	2,073.0	16.6%	33.5%
Vehicles & Parts	939.2	7.5%	4.9%
Iron & Steel Products	894.0	7.2%	28.0%
Plastics & Items Made of Plastic	676.5	5.4%	24.6%
Toys, Games, Sports Equipment & Accessories	451.3	3.6%	48.0%
Furniture, Bedding, Lamps etc	399.8	3.2%	23.9%
Optical, Photo, Medical/Surgical Instruments	330.2	2.6%	33.4%
Miscellaneous Metal Products	313.9	2.5%	35.5%
Special Classification Provisions	304.8	2.4%	165.6%
Metal Tools, Cutlery & Parts	274.4	2.2%	34.7%
Rubber & Items Made of Rubber	258.1	2.1%	38.7%
Apparel & Accessories, Knit or Crochet	215.5	1.7%	-1.7%
Iron & Steel	215.4	1.7%	58.4%
Refined Oil Products	91.3	0.7%	-59.8%
All Other Products	1,342.7	10.8%	14.8%
Total General Imports from Taiwan	12,469.1	100.0%	24.5%

LACD Exports to Taiwan			
(Millions of \$)	2010		09-'10
	Exports	% of Total	
Iron & Steel	\$698.1	11.8%	74.6%
Computer, Peripheral, Machinery, Applications & Parts	672.5	11.3%	47.7%
Electronic Equipments & Electronic Parts	474.8	8.0%	11.4%
Plastics & Items Made of Plastic	398.0	6.7%	29.0%
Optical, Photo, Medical/Surgical Instruments	385.3	6.5%	40.7%
Aircraft, Spacecraft & Parts	378.6	6.4%	14.6%
Organic Chemicals	267.0	4.5%	49.4%
Cereals & Grains	214.5	3.6%	-4.4%
Vehicles & Parts	202.7	3.4%	129.4%
Oils, Seeds & Grains	142.9	2.4%	22.1%
Meat & Meat Products	140.4	2.4%	63.5%
Miscellaneous Chemicals	138.2	2.3%	-2.6%
Inorganic Chemicals & Related Compounds	137.2	2.3%	47.6%
Dyes, Paints, Inks	136.5	2.3%	44.1%
Leather & Leather Goods, Hides	131.9	2.2%	83.1%
All Other Products	1,422.8	23.9%	34.3%
Total Exports to Taiwan	5,941.4	100.0%	35.8%

+47.7%, +11.4% and +29.0%, respectively. On the negative side, the LACD recorded lower exports of cereals and grains and miscellaneous chemical products, which dropped by -4.4% and -2.6%, respectively.

Taiwan's economy relies very heavily on trade, as merchandise exports equal almost 66% of total GDP. As a result, any economic expansion is contingent upon a rebound in exports. Taiwanese exports surged by over 35% in 2010. The key to the growth in exports has been the strong recovery in China and other areas throughout Asia. Exports to China and Hong Kong comprised 42% of all Taiwanese exports. Nearly 80% of all Taiwanese exports go to Asia. In addition, industrial production and public infrastructure spending bolstered the

economic recovery in Taiwan in 2010. Taiwan's GDP in 2010 expanded by +9.3%.

Policymakers expect the economic recovery in Taiwan to continue in 2011, as exports and domestic consumption make a formidable return. Exports look to grow albeit at a slower pace than in 2010. Demand from China and other emerging economies should remain strong. In addition, the U.S. economic recovery should support additional foreign demand. The other positive factor should be stabilization of domestic consumption, as the domestic employment situation and overall household wealth improve. Another factor to positively contribute to economic growth in Taiwan is growth in fixed capital investment stemming from an upswing in merchandise exports. The overall outlook for 2011 calls for Taiwanese GDP to expand by +4.5% to +5.0%.

Economic growth could end up being even stronger. Taiwan and China have signed a breakthrough trade deal known as the Economic Cooperation Framework Agreement (ECFA), which will begin to reduce tariffs this year. In 2010, Taiwan continued to strengthen its economic ties with China. Cross-strait travel grew significantly over the year. The current Taiwanese government supports closer ties with the mainland. The two governments have signed a number of agreements over the past few years to encourage trade between the two nations and focus on economic ties rather than political disagreements. In fact, China is Taiwan's largest export market and its second largest source of imports.

Thailand

Thailand was LACD's fifth largest trading partner in 2010 with total two-way trade valued at \$11.3 billion, up by +17.7% from 2009. Total Thai imports unloaded (general imports) in the LACD were valued at \$8.6 billion (also #5), up by +14.6%. Total U.S.

LACD General Imports from Thailand			
(Millions of \$)	2010	% of	09-'10
	Imports	Total	Change
Computers, Peripherals, Machinery, Appliances & Parts	\$2,145.0	25.1%	20.4%
Electrical Equipment & Electronic Parts	1,740.3	20.3%	17.5%
Rubber & Items Made of Rubber	834.0	9.7%	51.8%
Prepared Meat & Seafood	663.5	7.8%	5.8%
Apparel & Accessories, Knit Or Crochet	466.4	5.4%	10.8%
Fish & Seafood	390.5	4.6%	13.3%
Apparel & Accessories, Not Knit or Crochet	253.2	3.0%	-5.5%
Plastics & Items Made of Plastic	182.2	2.1%	13.2%
Vehicles & Parts	172.9	2.0%	-17.7%
Cereal Grains	144.7	1.7%	7.1%
Prepared Vegetables, Fruits & Nuts	139.3	1.6%	-8.3%
Toys, Games, Sports Equipment & Accessories	129.4	1.5%	23.4%
Articles Of Iron Or Steel	113.0	1.3%	3.9%
Special Classification Provisions	106.9	1.2%	3.0%
Optical, Photo, Medical/Surgical Instruments	98.8	1.2%	3.2%
All Other Products	978.3	11.4%	6.3%
Total General Imports from Thailand	8,558.6	100.0%	14.6%

LACD Exports to Thailand			
(Millions of \$)	2010	% of	09-'10
	Exports	Total	Change
Electrical Equipment & Electronic Parts	\$672.3	24.6%	46.8%
Computers, Peripherals, Machinery, Appliances & Parts	426.4	15.6%	30.3%
Plastics & Items made of Plastic	185.5	6.8%	23.2%
Cotton, Yarn & Woven Fabrics	147.6	5.4%	32.6%
Optical, Photo, Medical/Surgical Instruments	109.4	4.0%	39.4%
Rubber and Items Made of Rubber	99.7	3.6%	74.5%
Organic Chemicals	98.9	3.6%	52.4%
Aircraft, Spacecraft & Parts	89.9	3.3%	-18.6%
Prepared Animal Feeds	77.3	2.8%	21.6%
Miscellaneous Chemical Products	76.8	2.8%	31.4%
Oils, Seeds & Grains	60.9	2.2%	39.7%
Miscellaneous Prepared Food	57.6	2.1%	-21.5%
Vehicles & Parts	57.3	2.1%	71.6%
Leather & Leather Goods, Hides	44.7	1.6%	106.7%
Dye, Paint and Inks	43.3	1.6%	85.0%
All Other Products	483.9	17.7%	25.2%
Total Exports to Thailand	2,731.3	100.0%	29.4%

exports to Thailand through the LACD came to \$2.7 billion, up by +29.4% (for a #7 ranking, moving up a rank from 2009). This gave LACD a trade deficit of -\$5.9 billion with Thailand (the 5th largest). Thailand's import-to-export ratio was 3.2, down from 3.6 in 2009 and back to its level in 2008.

The value of total imports unloaded (general imports) in the LACD from Thailand increased by +14.6% during 2010 after falling by -16.3% in 2009. Mostly, this growth was due to higher imports of computer peripherals, electrical equipment & parts (including television screens) and rubber and rubber products. Imports of Thai prepared meat & seafood also rose, as did apparel and imports of fish & seafood. Only three top imports: apparel (not knit); vehicles; and prepared vegetables, fruits and nuts actually declined by -5.5%, -17.7% and -8.3%, respectively for the year.

On the export side, U.S. shipments to Thailand through LACD rose significantly, by + 29.4%, during 2010 after sharply declining by -23.4% in 2009. The top three export product categories experienced substantial increases including electrical equipment & parts, computers & peripherals, and plastic products. The largest gains were seen in leather and leather goods (hides); dyes, paints, and inks; and rubber and rubber products; which surged by +106.7%, +85.0%, and +74.5%, respectively. Each witnessed strong declines in 2009. The Thai economy grew by +7.5% in 2010, a key factor in higher exports through LACD.

Despite political unrest in the first half of 2010, the Thai economy proved to be resilient as exports rebounded strongly. Exports account for roughly 70% of Thai GDP and performed exceptionally well in 2010, growing +28%. As a result, Thailand's GDP expanded by +7.5% in 2010, the largest annual expansion in years. Still political tensions had a negative impact on tourism and other key industries, which would have improved annual results.

Exports are one key to overall growth in the Thai economy for 2011. How well Thailand can attract foreign direct investment is another. Naturally, the global recovery, particularly in Asia should go a long way in determining how strong exports will be in 2011. Export growth ultimately boosts manufacturing production, employment, and investment.

In addition, political stability is absolutely critical in order for Thailand to regain consumer confidence and tourism dollars. The next general election is tentatively scheduled for July 3 and public sentiment after the elections will be a critical factor in determining Thailand's economic performance for the rest of the year. Oil prices are another concern as the country is Asia's largest net importer of petroleum relative to GDP. Thailand's GDP is projected to increase by roughly +4.0% to +4.5% in 2011 depending upon the political situation, strength of investment, oil prices, and external demand from Asia.

Challenges for Southern California's International Trade Industry

After several difficult years, the international trade industry is on the road to recovery. The outlook for 2011 calls for additional improvement, though it may be a few years before the industry gets back to peak activity levels of 2006-2007.

In the meantime, Southern California's international trade industry faces many significant challenges.

Panama Canal Expansion: Slated to open in 2014, many industry observers expect that this project will result in significant diversion of traffic from Los Angeles/Long Beach to Gulf and East Coast ports. *(please see our Panama Canal discussion on page 39 for additional commentary)*

Competition from Other Ports: The Gulf and East Coast ports have been attracting business from the West Coast ports over the past decade and this competition will only intensify after the expansion of the Panama Canal. While U.S. West Coast ports are always jousting for business, there are serious competitors in Canada. Ports in the Vancouver area have been combined and are busy improving their facilities. They are being assisted by the provincial government. Further to the north is Prince Rupert, which touts its deep channels, direct ship-to-rail transfer, and rail service to the U.S. Midwest. There has been lengthy discussion of new or expanded ports in Mexico. However, because of the huge cost of some of these projects—and the global financial and credit crunch—there wasn't much action in

2009 or 2010. (pay close attention to the Ports of Manzanillo and Lázaro Cárdenas)

Rail Capacity & Rates: Much of the BNSF & Union Pacific (UP) mainlines to the Midwest and Southeast is double-tracked. However, a critical bottleneck exists closer to home—"Colton Crossing," where the two main lines cross one another, and there can be serious delays. The project is undergoing environmental review but could be ready to start soon. [None too soon for local residents and business firms!]

Port Trucking: The clean truck plan at the port of Long Beach allows continued use of independent truckers. However, Los Angeles insists that drivers be employed by a firm, which would make the drivers eligible for unionization. Many shippers feel this would drive up operating costs. Lawsuits opposing the employee driver part of the plan are still working their way through the courts.

Perceptions of Port Friendliness: Both ports are trying to improve their image with shipping lines and customers.

Disasters in Japan: In the short term, the industry will face a slowdown in both imports and exports due to production issues (caused by damage and power shortages) and decline in domestic demand (caused by a reduction in consumer spending and business investment).

Coming Challenge: The Panama Canal Expansion

In three years, the international trade industry in Southern California could experience a major upheaval. The expansion of the Panama Canal is to be completed in 2014. The issue at hand is whether or not the opening of an expanded Panama Canal siphons off world trade flows from the West Coast ports to Gulf and East Coast ports. Over the past thirty years, West Coast ports have been the market share leaders for the transpacific trade. However, the West Coast gave up some of that market share over the past decade. Many trade industry experts project this trend will accelerate as a direct result of the Panama Canal expansion.

The ongoing debate includes many unanswered questions, which will ultimately determine the overall impact on the West Coast ports. Those critical questions are related to capability/capacity and to cost. First, will other ports be able to handle larger ships that transit the Canal? Gulf and East Coast ports have to invest in deeper channels, larger berths, and post-Panamax cranes that can handle ships up to 12,500 TEU capacity. In addition, these ports have to expand capacity and improve rail access to efficiently continue the goods movement process. Some ports are moving along well with these investments (like the Ports of Charleston, SC, Savannah, GA and New Orleans, LA). Others are having a more difficult time (like the Port of New York/New Jersey and Miami).

Secondly, let's address the cost question. Two very important elements of this discussion will be the total amount of tolls the Canal charges and the cost of fuel after opening. The trip through the Panama Canal to the Gulf and East Coast ports is longer. As a result, ships must use more fuel. Also, the cost of intermodal rates (trucking and railroad) at West

Coast ports impacts the comparative cost equation. These cost factors will go a long way in determining the outcome of the cost/benefit analyses that shipping lines will reckon with starting in 2014.

It is extremely important to understand that our local ports have a competitive advantage vis-à-vis the Gulf and East Coast ports. The San Pedro Bay ports are the two busiest ports in the U.S. and are the gateways to the Pacific Rim, particularly China. The Southern California region has over 20 million people that provide a very powerful consumer base and a reason for ships to stop here. In addition, the efficient existing trade infrastructure including the ports, trucking, the Alameda Corridor rail connections, and warehouse & distribution facilities in the Inland Empire (more than 400 million square feet) attracts the discretionary cargo that goes to the rest of the U.S. All of this combined separates the local ports from the competition. However, our local ports cannot take anything for granted and must do whatever is necessary to ensure they maintain a competitive edge.

Naturally, the Port of Los Angeles and the Port of Long Beach pay very close attention to the Panama Canal expansion. They are making sure they do everything they can to prevent any potential loss of market share by investing in expanding terminal capacity and other related infrastructure projects. The state, county, local jurisdictions, and goods movement community also have to focus on creating powerful incentives for shippers in order to maintain business. They must ensure no new fees, tariffs, mandates, or environmental regulations come on-line in coming years that would drive business away.

Opportunities for Southern California's International Trade Industry

Even with all the challenges that it faces, the LA area's international trade industry has a very strong case as it works to expand its business in coming years. The local ports have disproved many accusations that it faced over past years such as congestion and high fees. Robust growth in 2010 went a long way in demonstrating that the San Pedro ports have no problem in handling cargo and cost is no longer a major issue. So, what are the opportunities?

Large Local Market: Nearly 21 million people live in the six Southern California counties, and there is easy access to fast growing markets in Arizona and Nevada. There are over 725,000 business establishments in the region, employing over seven million people. This combination is something that no other U.S. port can offer.

Excellent Transportation Infrastructure: In addition to the seaports (there are three in metropolitan Los Angeles including Port Hueneme in Ventura County), two international airports serve the area. The region has excellent highway and rail connections to the Midwest, Southwest, and Southeast. The enhanced rail capacity (all double-tracked) could be critical as businesses "back East" seek the lowest all-in costs of logistics and transportation to and from Asia. In addition, the region has warehouse & distribution facilities in the Inland Empire (more than 400 million square feet) that attract discretionary cargo destined for other parts of the U.S.

National Export Initiative (NEI): The potential for export flows out of the local ports over the next few years is substantial as the L.A. County region is better positioned to expand exports than any other in the U.S. (please see the NEI discussion on page 42 for additional commentary)

South Korea-U.S. Free Trade Agreement: The main beneficiary of passing this agreement would be the Los Angeles Customs District (LACD) as the majority of two-way trade container traffic with South Korea comes through the Ports of Los Angeles and Long Beach. (please see the KORUS FTA discussion on page 34 for additional commentary)

China: China's rapid economic growth will continue to greatly benefit the Los Angeles Customs District in coming years. Since China joined the World Trade Organization in 2001, trade flows through the Ports of Los Angeles and Long Beach have jumped dramatically and this trend should continue as China prospers. No other ports in the U.S. are better positioned to take advantage.

Other Asian Nations: The other Asian emerging and developing economies also present excellent trade opportunities. The LACD's top trading partners are all projected to experience high economic growth rates in the coming years, which bodes well for the local ports. These nations are beginning to establish significant middle classes and will increase demand for U.S. consumer goods exports that will pass through the local ports. In addition, U.S. importers have begun to diversify a bit more based on cost concerns. Vietnam is a perfect example: in 2010 it moved up two spots to become the LACD's sixth largest trading partner. Another trading partner with lots of potential is Indonesia, which is currently the LACD's tenth largest trading partner.

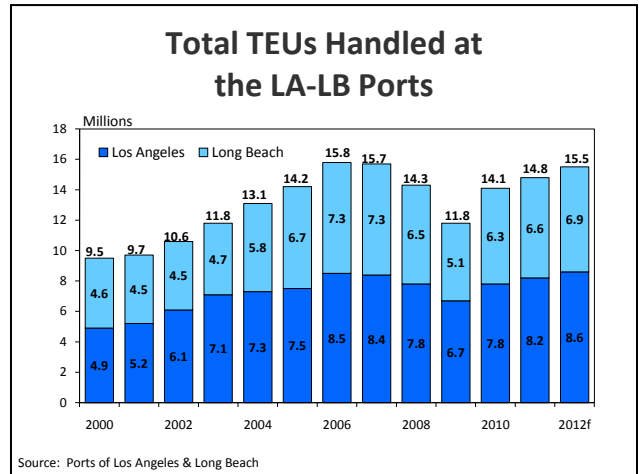
Port Capacity: With major terminal expansions at the two ports coming online in the five to ten years, there should be no concern about future capacity.

Green Ports: The two ports have been leaders in environmental remediation, and are on their way to becoming the "greenest" ports in the world. It was

difficult to attain this status, but it is now a competitive advantage. Other ports will simply have to follow the same arduous path.

International trade is definitely back on the growth track, but the path ahead will not be worry-free. The global economy still faces many risks, including high oil and other commodity prices, high unemployment, overheating in developing economies, excessive public debt in the advanced economies, fragile real estate markets, and geopolitical uncertainty in the Middle East. The

Southern California international trade industry is bound to be impacted by these issues, especially their particular impact on trans-Pacific trade flows in 2011 and 2012.



Key Opportunity: The National Export Initiative (NEI)

In January 2010, President Obama announced the goal of a new National Export Initiative (NEI) to double the country's total exports in five years. Many economists believe this would lead to a creation of two million new jobs. This is the very first time the U.S. has a government-wide export promotion strategy with specific attention from the President and his Cabinet. The purpose of the NEI is to move the new U.S. economic growth model towards exports and investment and away from domestic consumption.

The NEI focuses on five key areas:

- 1) Improving trade advocacy and export promotion efforts
- 2) Increasing exporters' access to credit
- 3) Removing barriers for U.S. goods and services abroad
- 4) Enforcing trade rules
- 5) Pursuing policies that promote strong, sustainable, and balanced growth

The trade advocacy strategy will educate U.S. firms about opportunities to expand abroad and connect them with potential customers. Next, the NEI focuses on increasing credit to small and medium sized companies looking to enter new foreign markets. Also, the administration is attempting to better enforce existing trade laws and enter into new trade agreements to remove more barriers for U.S. goods and services. The Obama administration has nearly completed negotiations & revisions on three pending free trade agreements (Panama, South Korea and Colombia) inherited from the Bush administration. All three could be sent to Congress and passed by the end of the summer. The passage of all three pending free trade agreements would open up new markets for U.S. exporters, and increase the likelihood of achieving goals set out by the NEI. The agreement with South Korea could have the most impact on potential export growth. It is the 12th largest economy in the world and could give a \$10-\$11 billion boost to U.S. exports. One main beneficiary of these additional trade flows would be the Ports of Los Angeles and Long Beach.

The NEI created an Export Promotion Cabinet that reports to the President. This group consists of leaders from the Departments of Commerce, Treasury, State, and Agriculture, the Export-Import Bank (Ex-Im Bank), the office of the U.S. Trade Representative (USTR), and the Small Business Administration (SBA). These government agencies all had to submit plans demonstrating how they would grow U.S. exports. Also, the President created an Export Council which includes a group of business leaders and labor leaders to offer advice on how to promote U.S. exports.

In addition, two very important pending trade negotiations are the Doha Round of world trade and the Trans Pacific Partnership (TPP). The Doha Round is the biggest question mark. Alternative plans are being considered to bring this decade-long round of trade to a conclusion. On the other hand, the TPP has now seen the successful completion of six rounds. The seventh round is planned for June.

NEI Marked its One Year Anniversary in January 2011

Key Accomplishments:

- Commercial advocacy - Worth nearly \$19 billion in U.S. export content, which supported an estimated 100,000+ jobs
- 35 trade missions to 31 countries - The participation of nearly 400 U.S. companies, resulted in an increase of \$2 billion in exports
- Helped more than 5,000 U.S. companies complete a successful export
- Recruited nearly 13,000 foreign buyers to major U.S. trade shows - This facilitated nearly \$770 million in exports
- Resolved more than 82 trade barriers in 45 countries affecting key U.S. industries

Facts all Local Companies Should be Focusing On:

- Exports - The solution to growing the U.S. economy and lowering unemployment
- 95% of the world's customers are outside the United States
- Less than 1% of all U.S. companies export and of them 58% only export to one country
- Exports need to grow to \$3.14 trillion by 2015 to meet the goal of doubling exports in 5 years
- The fastest growing market for U.S. exports is China (a big plus for our local ports)

- ***L.A. County is better positioned to expand exports than any other U.S. region***
 - Larger than 43 of 50 states
 - International trade capital of the U.S.
 - Manufacturing capital of the U.S.
 - Creative capital of the U.S.
 - Strategic location vis-à-vis Asia

 - Personal, trade, investment, and business ties with China, Japan, South Korea, and other key Asian trading partners including Taiwan, Thailand, Vietnam, Malaysia, Australia, Singapore, and Indonesia

 - Southern California has an economic base that produces the goods & services the world wants – hi-tech manufacturing, movies, design, medical devices, biotech, aviation, etc.

Statistical Appendix

Acronyms/Glossary

ACTA:	Alameda Corridor Transportation Authority - A 20-mile railroad expressline that connects the port of Long Beach and Los Angeles to the transcontinental rail network east of downtown Los Angeles.
BNSF:	Burlington Northway Santa Fe Railway - One of the largest railroad networks in North America. It covers the western two-thirds of the United States.
CD:	Customs District
CIS Nations:	Commonwealth of Independent States, also known as the former Solviet Union
EU:	European Union
General Imports:	Measure the total physical arrivals of merchandise from foreign countries, whether such merchandise enters consumption channels immediately or is entered into bonded warehouses or Foreign Trade Zones under Customs custody.
Imports for Consumption:	Measure the total of merchandise that has physically cleared through Customs either entering consumption channels immediately or entering after withdrawal for consumption from bonded warehouses under Customs custody or from Foreign Trade Zones.
IMF:	International Monetary Fund
NEI:	National Export Initiative - An ambitious effort to marshal the full resources of the United States government behind American businesses that sell their goods and services abroad.
SCIG:	Southern California International Gateway - A \$300 million BNSF project (approximately) that will create a near-dock facility adjacent to the ports with direct access to the Alameda Corridor.
TEU:	Twenty foot Equivalent Units
TWIC:	Transportation Worker Identified Credential - A vital security measure that will ensure individuals who pose a threat do not gain unescorted access to secure areas of the nation's maritime transportation system.
UP:	Union Pacific Railroad

TABLE 1: Value of International Two-Way Trade at the Nation's Largest Customs Districts

(Billions of \$)

Rank	Customs District	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	Percent Change		% of U.S. 2010
													10/'09	09/'08	
1	Los Angeles, CA	\$230.0	\$212.5	\$212.8	\$232.9	\$261.7	\$291.6	\$326.4	\$347.3	\$355.8	\$282.9	\$346.9	22.6%	-20.5%	10.9%
2	New York, NY	225.6	214.1	209.1	219.4	244.4	267.2	294.7	323.6	353.4	266.7	326.3	22.4%	-24.6%	10.3%
3	Detroit, MI	176.9	168.5	180.0	186.8	207.3	230.0	239.8	248.9	236.4	170.8	218.1	27.7%	-27.8%	6.9%
4	Houston, TX	75.1	71.1	69.3	80.5	104.1	136.3	162.8	184.7	242.1	165.8	211.5	27.6%	-31.5%	6.7%
5	New Orleans, LA	94.2	85.5	83.7	92.3	113.0	127.4	149.9	172.7	214.2	149.8	191.2	27.7%	-30.1%	6.0%
6	Laredo, TX	121.0	115.0	113.6	114.8	130.3	138.7	156.0	166.4	173.3	146.0	184.4	26.3%	-15.8%	5.8%
7	Chicago, IL	72.6	70.5	72.6	79.5	94.9	108.4	120.8	132.9	153.3	127.8	160.8	25.9%	-16.7%	5.1%
8	Seattle, WA	81.1	79.7	75.9	74.9	82.8	95.4	108.5	119.4	120.4	101.5	110.9	9.2%	-15.7%	3.5%
9	Savannah, GA	42.0	40.8	45.2	47.8	59.9	72.2	82.1	93.4	101.0	87.2	108.5	24.5%	-13.7%	3.4%
10	San Francisco, CA	127.2	95.1	79.4	79.3	93.2	98.3	110.6	111.7	114.1	86.4	107.2	24.1%	-24.3%	3.4%
U.S. Total		\$1,997.3	\$1,863.7	\$1,845.6	\$1,972.9	\$2,275.5	\$2,565.7	\$2,869.9	\$3,094.5	\$3,381.0	\$2,607.1	\$3,176.1	21.8%	-22.9%	100.0%

Note: Includes imports for consumption (cargo that cleared customs in each customs district)

Source: U.S. Census Bureau, TradeUSAonline

NOTE: International trade data from the U.S. Census Bureau are classified by customs district rather than the actual source of production and/or final destination. Therefore, overland shipments are under-reported for customs districts not bordering the country in question. Since much of Southern California's trade with Canada and Mexico utilizes ground transportation like trains and trucks, most of that traffic is captured by inland border "ports" in customs districts such as San Diego and Seattle. Furthermore, since the L.A. Customs District (LACD) has large seaports that handle intermodal cargo for the entire U.S. and airports that serve as hubs for many trans-Pacific routes, LACD's export numbers poorly reflect the amount of production actually occurring here.

TABLE 2: International Container Traffic at Nation's Largest Ports

Total containers in millions of 20 ft. equivalent units (TEUs)

Rank	Port	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
1	Los Angeles, CA	4.879	5.184	6.106	7.179	7.321	7.485	8.470	8.355	7.850	6.749	7.832
2	Long Beach, CA	4.601	4.463	4.526	4.658	5.780	6.710	7.290	7.312	6.488	5.068	6.263
3	New York, NY	3.051	3.316	3.749	4.068	4.478	4.785	5.086	5.299	5.265	4.562	5.292
4	Savannah, GA	0.949	1.077	1.328	1.521	1.662	1.902	2.160	2.604	2.616	2.357	2.825
5	Oakland, CA	1.777	1.644	1.708	1.923	2.048	2.274	2.392	2.388	2.236	2.045	2.330
6	Seattle, WA	1.202	1.315	1.439	1.486	1.776	2.088	1.987	1.974	1.704	1.585	2.140
7	Norfolk, VA	1.348	1.304	1.438	1.646	1.809	1.982	2.046	2.128	2.083	1.745	1.895
8	Houston, TX	1.062	1.058	1.147	1.244	1.438	1.594	1.607	1.772	1.795	1.797	1.812
9	Tacoma, WA	0.919	0.881	0.995	1.156	1.211	1.401	1.552	1.403	1.861	1.546	1.455
10	Charleston, SC	1.633	1.528	1.593	1.691	1.864	1.987	1.968	1.754	1.636	1.368	1.280

Source: 2000-2006 data sourced from the American Association of Port Authorities, all other data provided by the ports

Rank	Port	Percent Change			Numerical Change (000s)		
		'10/'09	'09/'08	'10/'05	'10/'09	'09/'08	'10/'05
1	Los Angeles, CA	16.0%	-14.0%	4.6%	1,082.9	-1,101.0	347.3
2	Long Beach, CA	23.6%	-21.9%	-6.7%	1,195.9	-1,420.2	-446.4
3	New York, NY	16.0%	-13.4%	10.6%	730.5	-703.5	506.7
4	Savannah, GA	19.9%	-9.9%	48.6%	468.6	-259.6	923.7
5	Oakland, CA	13.9%	-8.5%	2.5%	285.0	-191.0	56.2
6	Seattle, WA	35.0%	-7.0%	2.5%	555.0	-119.9	51.6
7	Norfolk, VA	8.6%	-16.2%	-4.4%	149.8	-338.1	-86.9
8	Houston, TX	0.8%	0.1%	13.7%	15.1	1.9	217.9
9	Tacoma, WA	-5.8%	-16.9%	3.9%	-90.4	-315.5	54.4
10	Charleston, SC	-6.4%	-16.4%	-35.6%	-88.0	-267.5	-706.6

TABLE 3A: Total Tonnage at the West Coast Ports

Tonnage [thousands] in short tons [2,000 lbs]

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2002	263,126.8	69.9%	30.1%	3.8%	7.1%	-3.1%	9,749	12,271	-2,522
2003	283,699.0	71.4%	28.6%	7.8%	10.1%	2.4%	20,572	18,666	1,906
2004	313,992.9	70.6%	29.4%	10.7%	9.3%	14.1%	30,294	18,877	11,417
2005	335,196.6	71.5%	28.5%	6.8%	8.2%	3.2%	21,204	18,267	2,937
2006	361,068.6	72.0%	28.0%	7.7%	8.4%	5.9%	25,872	20,233	5,639
2007	368,599.3	73.8%	26.2%	2.1%	4.6%	-4.4%	7,531	12,008	-4,477
2008	354,397.5	73.1%	26.9%	-3.9%	-4.8%	-1.2%	-14,202	-12,999	-1,203
2009	296,433.2	75.3%	24.7%	-16.4%	-4.8%	-23.2%	-57,964	-35,835	-22,129
2010	338,729.4	75.0%	25.0%	14.3%	13.7%	15.9%	42,296	30,669	11,627

Source: Pacific Maritime Association (PMA)

TABLE 3B: Total Tonnage at the West Coast Ports

Tonnage [thousands] in short tons [2,000 lbs]

Region	Total Tonnage		Change from 2009		% Share of West Coast Traffic	
	2010	2009	Numerical	Percent	2010	2009
Southern California	201,021.0	174,369.2	26,651.8	15.3%	59.3%	58.8%
Northern California	34,556.1	32,771.0	1,785.1	5.4%	10.2%	11.1%
Pacific Northwest:	<u>103,152.4</u>	<u>89,292.9</u>	<u>13,859.5</u>	<u>15.5%</u>	<u>30.5%</u>	<u>30.1%</u>
<i>Oregon-Columbia River</i>	42,203.1	34,048.4	8,154.7	24.0%	12.5%	11.5%
<i>Washington</i>	60,949.3	55,244.5	5,704.8	10.3%	18.0%	18.6%
West Coast Total	338,729.5	296,433.1	42,296.4	14.3%		

Source: Pacific Maritime Association (PMA)

TABLE 3C: Total Tonnage at the West Coast Ports

Tonnage [thousands] in short tons [2,000 lbs]

Port	Total Tonnage		Change from 2009		% Share of West Coast Traffic		
	2010	2009	Numerical	Percent	2010	2005	2000
Los Angeles, CA	102,636.0	92,022.1	10,613.9	11.5%	30.3%	29.3%	27.3%
Long Beach, CA	90,954.9	75,844.0	15,110.9	19.9%	26.9%	26.3%	27.1%
Seattle, WA	31,336.9	27,871.5	3,465.4	12.4%	9.3%	8.8%	8.1%
Oakland, CA	29,475.1	25,070.0	4,405.1	17.6%	8.7%	8.3%	8.3%
Tacoma, WA	27,506.6	28,700.5	-1,193.9	-4.2%	8.1%	10.2%	13.9%
Portland, OR	19,661.1	16,348.3	3,312.8	20.3%	5.8%	5.6%	7.4%
Kalama, WA	11,652.6	9,065.2	2,587.4	28.5%	3.4%	2.8%	2.7%
Vancouver, WA	6,110.1	5,134.5	975.6	19.0%	1.8%	1.2%	1.8%
San Diego, CA	4,073.9	3,505.6	568.3	16.2%	1.2%	1.6%	1.9%
Port Hueneme, CA	3,356.2	2,997.6	358.6	12.0%	1.0%	1.4%	1.3%
All Other Ports	11,966.0	9,873.9	2,092.1	21.2%	3.5%	4.4%	3.0%
West Coast Total	338,729.4	296,433.2	42,296.2	14.3%	100.0%	100.0%	102.8%

Source: Pacific Maritime Association (PMA)

TABLE 4: Comparative Tonnage of Major West Coast Ports

Tonnage [thousands] in short tons [2,000 lbs]

Port of Los Angeles, CA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	99,418.3	88.8%	11.2%	1.1%	1.5%	-2.2%	1,048	1,301	-253
2005	98,341.2	89.8%	10.2%	-1.1%	0.0%	-9.9%	-1,077	26	-1,103
2006	113,211.2	91.1%	8.9%	15.1%	16.7%	1.0%	14,870	14,766	104
2007	110,779.6	93.7%	6.3%	-2.1%	0.7%	-31.6%	-2,432	770	-3,202
2008	106,541.8	94.5%	5.5%	-3.8%	-3.0%	-16.1%	-4,238	-3,118	-1,120
2009	92,022.1	95.6%	4.4%	-13.6%	-12.7%	-29.7%	-14,520	-12,793	-1,727
2010	102,636.0	95.4%	4.6%	11.5%	11.3%	15.8%	10,614	9,967	647

Source: Pacific Maritime Association (PMA)

Note: PMA Calculates container tonnage by multiplying the number of TEUs by 17 tons.

TABLE 4: Comparative Tonnage of Major West Coast Ports (continued)

Tonnage [thousands] in short tons [2,000 lbs]

Port of Long Beach, CA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	78,173.5	82.8%	17.2%	19.2%	21.3%	10.0%	12,592	11,369	1,223
2005	88,191.6	83.8%	16.2%	12.8%	14.2%	6.2%	10,018	9,187	832
2006	97,291.5	82.3%	17.7%	10.3%	8.3%	20.8%	9,100	6,137	2,963
2007	100,967.8	86.4%	13.6%	3.8%	9.0%	-20.6%	3,676	7,220	-3,544
2008	94,914.0	86.5%	13.5%	-6.0%	-5.9%	-6.7%	-6,054	-5,137	-916
2009	75,844.0	86.6%	13.4%	-20.1%	-20.0%	-20.4%	-19,070	-16,461	-2,609
2010	90,954.9	87.8%	12.2%	19.9%	21.6%	8.9%	15,111	14,208	902

Port of Seattle, WA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2001	18,539.8	80.5%	19.5%	-11.5%	-15.9%	12.8%	-2,412	-2,823	411
2002	18,238.6	88.5%	11.5%	-1.6%	8.3%	-42.3%	-301	1,231	-1,532
2003	19,817.1	81.3%	18.7%	8.7%	-0.2%	76.8%	1,579	-27	1,605
2004	23,977.3	81.0%	19.0%	21.0%	20.4%	23.5%	4,160	3,292	869
2005	29,515.1	80.3%	19.7%	23.1%	22.0%	27.7%	5,538	4,275	1,263
2006	28,692.4	76.9%	23.1%	-2.8%	-6.8%	13.5%	-823	-1,612	789
2007	29,514.0	79.0%	21.0%	2.9%	5.6%	-6.2%	822	1,229	-408
2008	26,731.1	72.8%	27.2%	-9.4%	-16.6%	17.3%	-2,783	-3,857	1,074
2009	25,070.0	75.4%	24.6%	-6.2%	-2.8%	-15.4%	-1,661	-542	-1,119
2010	31,336.9	80.2%	19.8%	25.0%	33.0%	0.5%	6,267	6,235	32

Port of Oakland, CA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	24,683.3	95.7%	4.3%	9.8%	9.5%	17.5%	2,206	2,048	157
2005	27,830.9	96.1%	3.9%	12.8%	13.2%	2.4%	3,148	3,123	25
2006	28,596.8	96.8%	3.2%	2.8%	3.5%	-15.0%	766	928	-162
2007	29,449.7	97.1%	2.9%	3.0%	3.3%	-5.8%	852	906	-53
2008	28,415.6	97.7%	2.3%	-3.5%	-2.8%	-26.1%	-1,034	-808	-227
2009	27,871.5	98.3%	1.7%	-1.9%	-1.3%	-27.9%	-544	-366	-179
2010	29,475.1	98.8%	1.2%	5.8%	6.2%	-21.7%	1,604	1,704	-101

Source: Pacific Maritime Association (PMA)

Note: PMA calculates container tonnage by multiplying the number of TEUs by 17 tons

TABLE 4: Comparative Tonnage of Major West Coast Ports (continued)

Tonnage [thousands] in short tons [2,000 lbs]

Port of Tacoma, WA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	30,739.0	66.3%	33.7%	11.4%	4.7%	27.3%	3,144	923	2,221
2005	34,193.1	69.2%	30.8%	11.2%	16.1%	1.8%	3,454	3,272	182
2006	32,515.5	70.9%	29.1%	-4.9%	-2.6%	-10.1%	-1,678	-615	-1,062
2007	33,753.4	71.5%	28.5%	3.8%	4.8%	1.4%	1,238	1,107	131
2008	34,700.6	69.5%	30.5%	2.8%	-0.1%	10.0%	947	-15	962
2009	28,700.5	67.6%	32.4%	-17.3%	-19.6%	-11.9%	-6,000	-4,738	-1,262
2010	27,506.6	65.7%	34.3%	-4.2%	-6.8%	1.3%	-1,194	-1,315	121

Port of Portland, OR

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	20,357.3	17.3%	82.7%	7.2%	-4.4%	10.0%	1,362	-163	1,525
2005	18,727.5	11.3%	88.7%	-8.0%	-40.1%	-1.3%	-1,630	-1,413	-217
2006	20,173.0	14.0%	86.0%	7.7%	34.0%	4.4%	1,446	719	726
2007	23,166.5	15.7%	84.3%	14.8%	28.4%	12.6%	2,994	802	2,191
2008	21,683.2	15.9%	84.1%	-6.4%	-5.2%	-6.6%	-1,483	-189	-1,295
2009	16,348.3	16.4%	83.6%	-24.6%	-22.4%	-25.0%	-5,335	-772	-4,563
2010	19,661.1	0.1%	88.6%	20.3%	-15.8%	27.3%	3,313	-424	3,736

Port of Kalama, WA

Year	Total Tonnage	Containerized	Non-Containerized	Annual % Change in Tonnage			Numerical Change in Tonnage		
				Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	9,307.1	0.0%	100.0%	27.0%	-	27.0%	1,976	-	1,976
2005	9,506.3	0.0%	100.0%	2.1%	-	2.1%	199	-	199
2006	8,443.8	0.0%	100.0%	-11.2%	-	-11.2%	-1,063	-	-1,063
2007	9,624.1	0.0%	100.0%	14.0%	-	14.0%	1,180	-	1,180
2008	12,320.3	0.0%	100.0%	28.0%	-	28.0%	2,696	-	2,696
2009	9,065.2	0.0%	100.0%	-26.4%	-	-26.4%	-3,255	-	-3,255
2010	11,652.6	0.0%	100.0%	28.5%	-	0.0%	2,587	-	0

Pacific Maritime Association (PMA)

Note: PMA calculates container tonnage by multiplying the number of TEUs by 17 tons

TABLE 4: Comparative Tonnage of Major West Coast Ports (continued)

Tonnage [thousands] in short tons [2,000 lbs]

Port of Vancouver, WA

Year	Total Tonnage			Annual % Change in Tonnage			Numerical Change in Tonnage		
	Total Tonnage	Containerized	Non-Containerized	Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	5,021.4	0.0%	100.0%	25.8%	-53.7%	25.9%	1,030	-2	1,033
2005	4,101.2	0.0%	100.0%	-18.3%	-25.0%	-18.3%	-920	-1	-920
2006	5,440.6	0.1%	99.9%	32.7%	201.1%	32.6%	1,339	3	1,336
2007	6,172.7	0.1%	99.9%	13.5%	-1.4%	13.5%	732	0	732
2008	5,902.6	0.0%	100.0%	-4.4%	72.3%	-4.3%	-270	-3	-267
2009	5,134.5	0.2%	99.8%	-13.0%	689.9%	-13.2%	-768	9	-777
2010	6,110.1	0.4%	99.6%	19.0%	117.7%	18.8%	976	12	964

Port of San Diego, CA

Year	Total Tonnage			Annual % Change in Tonnage			Numerical Change in Tonnage		
	Total Tonnage	Containerized	Non-Containerized	Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	4,703.8	20.8%	79.2%	5.0%	7.2%	4.5%	226	65	160
2005	5,309.0	17.1%	82.9%	12.8%	-6.9%	18.1%	605	-68	673
2006	6,704.4	12.4%	87.6%	26.3%	-8.9%	33.5%	1,395	-81	1,476
2007	6,547.7	13.1%	86.9%	-2.3%	3.6%	-3.2%	-157	30	-186
2008	5,556.5	15.3%	84.7%	-15.1%	-0.5%	-17.3%	-991	-4	-987
2009	3,505.6	24.0%	76.0%	-36.9%	-1.4%	-43.4%	-2,051	-12	-2,039
2010	4,073.9	21.7%	78.3%	16.2%	5.1%	19.7%	568	43	525

Port Hueneme, CA

Year	Total Tonnage			Annual % Change in Tonnage			Numerical Change in Tonnage		
	Total Tonnage	Containerized	Non-Containerized	Total	Containerized	Non-Containerized	Total	Containerized	Non-Containerized
2004	4,042.1	5.9%	94.1%	18.8%	-11.6%	21.5%	640	-32	672
2005	4,603.1	8.4%	91.6%	13.9%	60.3%	10.9%	561	145	416
2006	4,570.6	7.5%	92.5%	-0.8%	-11.4%	0.3%	-33	-44	11
2007	3,970.7	8.7%	91.3%	-13.1%	1.7%	-14.3%	-600	6	-606
2008	3,571.2	11.2%	88.8%	-10.1%	15.0%	-12.5%	-400	52	-452
2009	2,997.6	11.0%	89.0%	-16.1%	-17.4%	-15.9%	-574	-70	-504
2010	3,356.2	12.6%	87.4%	12.0%	28.7%	9.9%	359	95	264

Source: Pacific Maritime Association (PMA)

Note: PMA Calculates container tonnage by multiplying the number of TEUs by 17 tons.

Table 5: International Trade Related Employment in the Los Angeles Five-County Area

(Annual averages, in thousands)

Year	International Trade Related Employment	Total Nonfarm Employment	% of Nonfarm Employment	<u>Annual % Change</u>	
				Int'l Trade Related Employment	Nonfarm Employment
1998	477.6	5,550.6	8.6%	---	---
1999	472.2	5,725.2	8.2%	-1.1%	3.1%
2000	492.2	5,864.3	8.4%	4.2%	2.4%
2001	497.9	5,875.5	8.5%	1.2%	0.2%
2002	486.7	5,834.8	8.3%	-2.2%	-0.7%
2003	507.8	5,866.8	8.7%	4.3%	0.5%
2004	521.1	6,005.7	8.7%	2.6%	2.4%
2005	538.2	6,143.7	8.8%	3.3%	2.3%
2006	551.2	6,295.3	8.8%	2.4%	2.5%
2007	559.6	6,317.2	8.9%	1.5%	0.3%
2008	562.1	6,200.4	9.1%	0.4%	-1.8%
2009	516.6	5,766.3	9.0%	-8.1%	-7.0%
2010e	506.5	5,760.8	8.8%	-2.0%	-0.1%
2011f	516.6	5,795.4	8.9%	2.0%	0.6%

Sources: California Employment Development Department, US Census Bureau, LAEDC

Note: International trade employment figures are preliminary and subject to revision

TABLE 6: Imports* & Exports Through the Los Angeles Customs District
(Billions of \$)

Year	Imports*	% Change	Exports	% Change	Total Trade	% Change
1975	\$7.6	----	\$5.5	----	\$13.1	----
1976	10.0	31.6%	6.1	10.9%	16.1	22.9%
1977	15.5	55.0%	6.2	1.6%	21.7	34.8%
1978	14.6	-5.8%	7.8	25.8%	22.4	3.2%
1979	16.8	15.1%	10.9	39.7%	27.7	23.7%
1980	20.1	19.6%	14.8	35.8%	34.9	26.0%
1981	21.9	9.0%	16.9	14.2%	38.8	11.2%
1982	22.0	0.5%	16.3	-3.6%	38.3	-1.3%
1983	25.5	15.9%	17.1	4.9%	42.6	11.2%
1984	31.2	22.4%	18.4	7.6%	49.6	16.4%
1985	44.3	42.0%	19.5	6.0%	63.8	28.6%
1986	48.7	9.9%	19.9	2.1%	68.6	7.5%
1987	53.9	10.7%	23.7	19.1%	77.6	13.1%
1988	58.1	7.8%	32.0	35.0%	90.1	16.1%
1989	62.8	8.1%	38.6	20.6%	101.4	12.5%
1990	64.6	2.9%	41.7	8.0%	106.3	4.8%
1991	66.7	3.3%	46.0	10.3%	112.7	6.0%
1992	72.6	8.8%	49.4	7.4%	122.0	8.2%
1993	80.2	10.5%	48.3	-2.3%	128.4	5.3%
1994	90.2	12.6%	55.8	15.6%	146.1	13.7%
1995	97.0	7.5%	67.0	20.0%	164.0	12.3%
1996	101.2	4.3%	69.0	2.9%	170.2	3.7%
1997	111.9	10.6%	74.2	7.6%	186.1	9.4%
1998	117.7	5.2%	63.7	-14.2%	181.4	-2.5%
1999	130.6	11.0%	66.4	4.3%	197.0	8.6%
2000	152.7	16.9%	77.3	16.4%	230.0	16.8%
2001	143.5	-6.0%	69.0	-10.8%	212.5	-7.6%
2002	149.5	4.2%	63.3	-8.2%	212.8	0.2%
2003	165.3	10.6%	67.6	6.7%	232.9	9.4%
2004	191.0	15.5%	70.9	4.8%	261.9	12.4%
2005	213.3	11.7%	78.4	10.6%	291.6	11.4%
2006	236.0	10.7%	90.4	15.4%	326.4	11.9%
2007	247.3	4.8%	100.0	10.7%	347.3	6.4%
2008	245.8	-0.6%	110.0	10.0%	355.8	2.5%
2009	196.8	-19.9%	86.1	-21.7%	282.9	-20.5%
2010	241.6	22.8%	105.3	22.2%	346.9	22.6%

*Note: Includes only imports for consumption (cargo that cleared customs in LACD)

Source: U.S. Census Bureau, TradeUSAonline

TABLE 7: Exports through the L.A. Customs District, 2010

(Millions of \$)

Commodity	Total			% by Ship	% by Air	% of Total
	Value	By Ship	By Air			
Computers, Peripherals, Machinery, Appliances & Parts	\$15,150	\$9,155	\$5,995	60.4%	39.6%	14.4%
Electric Machinery, Sound & TV Equipment & Parts	12,851	3,093	9,743	24.1%	75.8%	12.2%
Optical, Photo & Medical/Surgical Instruments	7,918	1,693	6,223	21.4%	78.6%	7.5%
Plastics & Items Made of Plastic	6,694	6,310	384	94.3%	5.7%	6.4%
Aircraft, Spacecraft & Parts	6,287	689	5,067	11.0%	80.6%	6.0%
Motor Vehicles & Parts	5,319	4,964	354	93.3%	6.7%	5.1%
Miscellaneous Chemical Products	3,025	2,141	884	70.8%	29.2%	2.9%
Cotton, Including Yarn & Woven Products	2,936	2,930	5	99.8%	0.2%	2.8%
Organic Chemicals	2,755	2,426	329	88.1%	11.9%	2.6%
Iron & Steel	2,331	2,277	54	97.7%	2.3%	2.2%
Copper & Items Made of Copper	1,921	1,860	61	96.8%	3.2%	1.8%
Pharmaceutical Products	1,915	335	1,580	17.5%	82.5%	1.8%
Natural Pearls, Precious Stones & Metals; Coins	1,915	122	1,720	6.4%	89.8%	1.8%
Inorganic Chemicals & Related Compounds	1,877	1,650	227	87.9%	12.1%	1.8%
Refined Oil Products & Natural Gas	1,830	1,828	2	99.9%	0.1%	1.7%
Fruits & Nuts	1,808	1,673	135	92.5%	7.5%	1.7%
Meat & Meat Products	1,758	1,753	5	99.7%	0.3%	1.7%
Rubber & Items Made of Rubber	1,605	1,548	57	96.4%	3.6%	1.5%
Aluminum & Items Made of Aluminum	1,529	1,431	98	93.6%	6.4%	1.5%
Prepared Animal Feed	1,507	1,505	2	99.9%	0.1%	1.4%
Leather, Leather Products & Hides	1,425	1,423	2	99.8%	0.2%	1.4%
Iron & Steel Products	1,239	975	263	78.7%	21.3%	1.2%
Oils, Seeds & Grains	1,201	1,098	103	91.4%	8.6%	1.1%
Wood Pulp, Wastepaper & Scrap Paperboard	1,160	1,159		100.0%	0.0%	1.1%
Dyes, Paints & Inks	1,088	731	357	67.1%	32.9%	1.0%
Special Classification Items	1,084	107	155	9.9%	14.3%	1.0%
Essential Oils, Perfumes, Cosmetic Preparations	1,011	802	209	79.3%	20.7%	1.0%
Soaps, Waxes, Polish, Candles, etc.	987	953	34	96.6%	3.4%	0.9%
Miscellaneous Foods	949	789	159	83.2%	16.8%	0.9%
Dairy Products, Eggs, Honey, Etc	808	803	5	99.4%	0.6%	0.8%
Toys, Games & Sports Equipment	791	472	319	59.6%	40.3%	0.8%
Paper, Paperboard & Related Products	618	586	32	94.8%	5.2%	0.6%
Furniture; Bedding; Lamps, Etc,	513	437	77	85.0%	15.0%	0.5%
Modified Starch, Glue, Enzymes	470	333	137	70.8%	29.2%	0.4%
Photographic & Cinematographic Products	445	352	93	79.0%	21.0%	0.4%
All Other Items (< \$445 million)	8,544	6,243	2,296	73.1%	26.9%	8.1%
Total	\$105,264	\$66,646	\$37,168	63.3%	35.3%	100.0%

Source: U.S. Census Bureau, TradeUSAonline

TABLE 8: Imports* Entering the L.A. Customs District, 2010

(Millions of \$)

Commodity	Total			% by Mode		% of Total
	Value	By Ship	By Air	% by Ship	% by Air	
Computers, Peripherals, Machinery, Appliances & Parts	\$60,143	\$47,120	\$13,012	78.3%	21.6%	19.3%
Electric Machinery, Sound & TV Equipment & Parts	56,673	44,832	11,795	79.1%	20.8%	18.2%
Motor Vehicles & Parts	25,099	24,831	267	98.9%	1.1%	8.0%
Refined Oil Products & Natural Gas	17,022	16,984	1	99.8%	0.0%	5.5%
Apparel & Accessories, Knit or Crochet	15,033	14,248	785	94.8%	5.2%	4.8%
Toys, Games & Sports Equipment	13,700	13,324	376	97.3%	2.7%	4.4%
Apparel & Accessories, Not Knit or Crochet	12,625	11,625	999	92.1%	7.9%	4.0%
Furniture, Bedding, Lamps, etc.	11,637	11,544	84	99.2%	0.7%	3.7%
Footwear & Footwear Parts	11,287	11,011	267	97.6%	2.4%	3.6%
Plastics & Items Made of Plastic	7,669	7,465	203	97.3%	2.7%	2.5%
Optical, Photo & Medical/Surgical Instruments	7,231	4,181	3,005	57.8%	41.6%	2.3%
Rubber & Items Made of Rubber	6,352	6,321	30	99.5%	0.5%	2.0%
Iron & Steel Products	5,634	5,556	78	98.6%	1.4%	1.8%
Natural Pearls, Precious Stones & Metals; Coins	4,677	480	4,048	10.3%	86.6%	1.5%
Leather Apparel, Handbags, Luggage, etc.	4,182	3,931	248	94.0%	5.9%	1.3%
Textiles & Needlecraft	3,638	3,604	34	99.1%	0.9%	1.2%
Organic Chemicals	3,322	3,062	258	92.2%	7.8%	1.1%
Special Classification Items	3,042	627	2,195	20.6%	72.1%	1.0%
Miscellaneous Metal Products	2,530	2,431	44	96.1%	1.7%	0.8%
Seafood	2,364	2,159	205	91.3%	8.7%	0.8%
Pharmaceutical Products	2,240	424	665	18.9%	29.7%	0.7%
Metal Tools, Cutlery & Parts	1,926	1,828	98	94.9%	5.1%	0.6%
Paper, Paperboard & Related Products	1,871	1,854	16	99.1%	0.9%	0.6%
Iron & Steel	1,662	1,659	3	99.8%	0.2%	0.5%
Aluminum & Items Made of Aluminum	1,630	1,608	22	98.7%	1.3%	0.5%
Wood & Items Made of Wood	1,576	1,570	5	99.7%	0.3%	0.5%
Prepared Meat & Seafood Products	1,481	1,479	2	99.9%	0.1%	0.5%
Beverages, Spirits & Vinegar	1,454	1,392	5	95.8%	0.3%	0.5%
Miscellaneous Manufactured Goods	1,310	1,274	36	97.2%	2.8%	0.4%
Books, Newspapers, Manuscripts, etc.	1,147	1,081	66	94.3%	5.7%	0.4%
Ceramic Products	1,119	1,102	17	98.5%	1.5%	0.4%
Fruits & Nuts	1,089	1,072	16	98.5%	1.5%	0.3%
Miscellaneous Chemical Products	1,005	846	159	84.2%	15.8%	0.3%
Glass & Glassware	983	952	30	96.8%	3.1%	0.3%
Stone, Plaster, Cement & Asbestos Products	925	900	25	97.3%	2.7%	0.3%
Essential Oils, Perfumes, Cosmetic Preparations	886	821	64	92.7%	7.2%	0.3%
All Other Items (< \$885 million)	15,856	14,262	1,531	89.9%	9.7%	5.1%
Total	\$312,019	\$269,460	\$40,695	86.4%	13.0%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in LACD

Source: U.S. Census Bureau, TradeUSAonline

TABLE 9: Exports Through the L.A. Customs District by Product & Area, 2010

(Millions of \$)

Commodity Group	Area							World Total
	Asia-Oceania	Europe	Central/ S. America	North America	Mideast	Africa	CIS Nations	
Machinery & Equipment	\$21,966	\$2,876	\$1,289	\$831	\$647	\$173	\$218	28,001
Chemicals & Related Products	11,431	1,650	310	72	151	54	72	13,741
Vehicles, Aircraft & Vessels	8,644	2,032	289	270	471	136	92	11,935
Plastics & Rubber Products	7,889	196	131	4	48	18	13	8,299
Base Metals & Related Products	7,603	397	67	13	55	7	16	8,159
Instruments	5,141	2,429	240	102	133	58	31	8,136
Textiles & Apparel	3,606	242	208	37	43	13	6	4,154
Plant-based Food & Related Products	2,850	400	186	5	274	33	18	3,765
Prepared Foods & Beverages	3,368	71	127	2	28	8	7	3,611
Animals, Fish & Related Products	2,649	23	88	5	65	58	53	2,943
Crude Oil, Products & Mineral Ores	1,648	19	87	530	11	32	15	2,341
Pulp, Paper, Books & Printed Products	1,949	30	53	8	6	2	1	2,050
Precious Stones, Metals, Coins & Pearls	1,064	381	76	20	370	3	0	1,915
Hides, Leather & Leather Goods	1,594	28	12	2	11	1	1	1,648
Other Manufactures	1,063	154	96	6	44	21	4	1,388
Special Classification Items	798	159	63	25	15	12	12	1,084
Stone, Glass & Ceramic Products	671	36	12	5	5	2	1	731
Footwear & Apparel Accessories	254	25	58	1	24	26	1	389
Arms & Ammunition	256	56	3	3	15	0	0	333
Wood & Related Products	301	2	3	0	1	0	0	310
Art & Collectibles	58	190	1	6	2	0	17	274
Fats & Waxes	53	4	1	0	0	0	0	58
Total Area Exports	\$84,857	\$11,400	\$3,399	\$1,947	\$2,420	\$659	\$578	\$105,264
Area % of Total Exports	80.6%	10.8%	3.2%	1.8%	2.3%	0.6%	0.5%	100.0%

Source: U.S. Census Bureau, TradeUSAonline

TABLE 10: Imports* Entering the L.A. Customs District by Product & Area, 2010

(Millions of \$)

Commodity Group	Area							World Total
	Asia-Oceania	Europe	Central/ S. America	Mideast	North America	Africa	CIS Nations	
Machinery & Equipment	\$113,675	\$2,534	\$37	\$386	\$136	\$44	\$5	\$116,816
Textiles & Apparel	29,148	231	779	4	69	52	4	30,286
Other Manufactures	26,303	305	11	12	6	6	4	26,647
Vehicles, Aircraft & Vessels	20,702	4,816	5	9	4	531	15	26,084
Crude Oil, Products & Mineral Ores	1,293	165	6,529	1,993	5,871	463	875	17,189
Footwear & Apparel Accessories	16,255	81	70	11	9	5	2	16,432
Base Metals & Related Products	13,432	429	245	308	106	44	225	14,789
Plastics & Rubber Products	13,522	317	105	2	71	2	1	14,020
Chemicals & Related Products	6,836	1,458	29	1,389	45	17	13	9,789
Instruments	6,747	1,386	46	98	138	6	2	8,423
Prepared Foods & Beverages	3,380	1,287	284	107	34	21	27	5,138
Precious Stones, Metals, Coins & Pearls	3,017	410	89	18	1,007	52	85	4,677
Hides, Leather & Leather Goods	4,168	73	9	3	0	1	0	4,254
Animals, Fish & Related Products	2,696	206	298	13	1	5	24	3,243
Special Classification Items	2,196	684	32	77	42	5	6	3,042
Stone, Glass & Ceramic Products	2,657	281	70	1	14	4	1	3,027
Pulp, Paper, Books & Printed Products	2,896	108	8	5	1	0	0	3,019
Plant-based Food & Related Products	1,246	134	1,024	11	6	26	1	2,449
Wood & Related Products	1,625	35	57	0	1	4	19	1,742
Arms & Ammunition	354	139	0	0	2	0	0	496
Art & Collectibles	44	208	4	4	2	1	1	265
Fats & Waxes	68	86	28	0	3	7	0	192
Total Area Imports	\$272,261	\$15,375	\$9,759	\$4,450	\$7,567	\$1,297	\$1,310	\$312,019
Area % of Total Imports	87.3%	4.9%	3.1%	1.4%	2.4%	0.4%	0.4%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in LACD

Source: U.S. Census Bureau, TradeUSAonline

TABLE 11A: Major Trading Partners of the Los Angeles Customs District
(Billions of \$, General Imports*); Page 1 of 2

2-Way Rank	Country	A. Two-Way Trade Value through LACD						
		2004	2005	2006	2007	2008	2009	2010
1	China**	\$123.21	\$139.15	\$164.77	\$183.24	\$186.54	\$155.32	\$190.39
2	Japan	54.69	53.81	63.01	60.48	59.29	42.27	53.30
3	South Korea	19.74	20.73	23.47	24.55	22.18	17.74	24.33
4	Taiwan	19.76	19.74	21.85	22.04	20.48	14.41	18.41
5	Thailand	9.55	9.85	11.08	10.65	11.68	9.58	11.29
6	Vietnam	3.31	3.56	4.46	5.79	7.06	7.21	9.26
7	Malaysia	11.65	11.42	11.91	9.72	10.28	8.56	8.68
8	Australia	7.45	8.17	8.48	8.79	8.92	7.77	8.51
9	Singapore	7.94	7.91	8.84	8.69	8.12	7.20	8.14
10	Indonesia	5.87	6.11	6.55	7.14	7.45	6.58	7.93
11	Germany	7.88	9.03	9.71	8.02	9.00	5.48	7.16
12	India	3.28	3.91	4.35	4.51	4.91	4.16	6.07
13	United Kingdom	4.98	5.54	5.54	5.53	5.44	3.90	4.38
14	Philippines	5.12	5.15	5.48	5.19	4.54	3.57	4.31
15	Iraq	1.56	1.38	2.84	3.24	6.74	2.54	3.95
16	Ecuador	1.41	2.14	2.87	2.50	3.95	2.30	3.76
17	Mexico***	2.41	2.73	3.24	2.92	3.28	2.67	3.66
18	Netherlands	2.12	2.45	2.98	3.52	2.83	2.47	2.95
19	Brazil	1.19	1.81	2.29	2.48	3.97	2.29	2.93
20	Canada***	1.13	1.30	1.64	2.66	3.30	2.64	2.74

2-Way Rank	Country	B. Trade Balance with LACD						
		2004	2005	2006	2007	2008	2009	2010
1	China**	-\$95.03	-\$106.85	-\$122.27	-\$133.78	-\$129.43	-\$109.58	-\$130.26
2	Japan	-32.20	-30.57	-36.71	-33.17	-29.18	-18.95	-25.73
3	South Korea	-8.13	-6.57	-6.15	-5.32	-3.07	-2.84	-3.73
4	Taiwan	-10.86	-9.95	-10.45	-9.34	-7.08	-5.65	-6.53
5	Thailand	-5.77	-5.66	-6.93	-6.19	-6.17	-5.36	-5.83
6	Vietnam	-2.76	-2.89	-3.65	-4.24	-4.71	-4.60	-6.14
7	Malaysia	-4.56	-4.47	-4.56	-3.75	-3.27	-4.60	-4.09
8	Australia	3.14	3.60	3.71	4.07	4.57	4.28	4.42
9	Singapore	0.25	1.52	2.15	2.80	2.95	1.81	2.13
10	Indonesia	-4.18	-4.12	-4.53	-4.71	-3.91	-3.85	-4.59
11	Germany	-4.59	-5.24	-5.57	-2.84	-3.57	-1.96	-2.68
12	India	-1.62	-1.91	-2.24	-2.11	-2.27	-1.78	-2.62
13	United Kingdom	0.12	-0.04	-0.53	-0.60	0.04	-0.28	-0.50
14	Philippines	-2.01	-1.55	-1.87	-2.16	-1.75	-1.56	-1.57
15	Iraq	-1.54	-1.33	-2.83	-3.20	-6.70	-2.47	-3.89
16	Ecuador	-1.33	-2.06	-2.80	-2.34	-3.78	-2.17	-3.59
17	Mexico***	-0.20	-0.59	-0.39	-0.57	-0.49	0.15	-0.15
19	Netherlands	0.82	0.71	1.11	0.91	0.81	0.83	1.41
19	Brazil	0.09	-0.21	-0.74	-0.83	-2.10	-0.74	-1.03
20	Canada***	-0.36	-0.53	-0.83	-1.33	-1.55	-2.05	-2.36

Notes: *Includes all cargo unloaded in LACD

**China includes the mainland, Hong Kong, & Macau.

***Trade between LACD and Canada/Mexico is understated. Many of these goods enter/exit at inland border crossings and clear customs in customs districts like San Diego, Detroit, Laredo, and Blaine, WA.

Source: U.S. Census Bureau, TradeUSAonline

Table 11A: Major Trading Partners of the Los Angeles Customs District

(Billions of \$, General Imports*); Page 2 of 2

2-Way Rank Country		C. Exports by Destination Country						
		2004	2005	2006	2007	2008	2009	2010
1	China**	\$14.09	\$16.15	\$21.25	\$24.73	\$28.56	\$22.87	\$30.06
2	Japan	11.24	11.62	13.15	13.65	15.05	11.66	13.79
3	South Korea	5.80	7.08	8.66	9.61	9.55	7.45	10.30
4	Taiwan	4.45	4.89	5.70	6.35	6.70	4.38	5.94
5	Thailand	1.89	2.10	2.08	2.23	2.75	2.11	2.73
6	Vietnam	0.28	0.33	0.40	0.77	1.18	1.30	1.56
7	Malaysia	3.54	3.47	3.68	2.99	3.50	1.98	2.30
8	Australia	5.29	5.89	6.09	6.43	6.75	6.03	6.47
9	Singapore	4.10	4.71	5.49	5.74	5.54	4.50	5.13
10	Indonesia	0.85	1.00	1.01	1.22	1.77	1.36	1.67
11	Germany	1.65	1.90	2.07	2.59	2.71	1.76	2.24
12	India	0.83	1.00	1.05	1.20	1.32	1.19	1.72
13	United Kingdom	2.55	2.75	2.50	2.47	2.74	1.81	1.94
14	Philippines	1.56	1.80	1.81	1.51	1.40	1.01	1.37
17	Iraq	0.01	0.02	0.01	0.02	0.02	0.04	0.03
19	Ecuador	0.04	0.04	0.03	0.08	0.08	0.06	0.09
15	Mexico***	1.11	1.07	1.43	1.18	1.40	1.41	1.76
18	Netherlands	1.47	1.58	2.05	2.22	1.82	1.65	2.18
20	Brazil	0.64	0.80	0.78	0.83	0.93	0.78	0.95
16	Canada***	0.39	0.38	0.41	0.66	0.87	0.29	0.19

2-Way Rank Country		D. Imports* by Country of Origin						
		2004	2005	2006	2007	2008	2009	2010
1	China**	\$109.12	\$123.00	\$143.52	\$158.51	\$157.99	\$132.45	\$160.33
2	Japan	43.44	42.19	49.86	46.83	44.24	30.61	39.51
3	South Korea	13.93	13.65	14.81	14.93	12.62	10.29	14.03
4	Taiwan	15.31	14.85	16.15	15.69	13.78	10.03	12.47
5	Thailand	7.66	7.76	9.00	8.42	8.93	7.47	8.56
6	Vietnam	3.03	3.22	4.05	5.02	5.88	5.90	7.70
7	Malaysia	8.10	7.95	8.23	6.74	6.77	6.58	6.39
8	Australia	2.16	2.29	2.39	2.36	2.18	1.74	2.05
9	Singapore	3.85	3.20	3.34	2.94	2.58	2.69	3.01
10	Indonesia	5.02	5.12	5.54	5.93	5.68	5.22	6.26
11	Germany	6.23	7.14	7.64	5.43	6.29	3.72	4.92
12	India	2.45	2.91	3.30	3.31	3.59	2.97	4.35
13	United Kingdom	2.43	2.79	3.03	3.07	2.70	2.09	2.44
14	Philippines	3.56	3.35	3.68	3.67	3.14	2.56	2.94
15	Iraq	1.55	1.35	2.83	3.22	6.72	2.50	3.92
16	Ecuador	1.37	2.10	2.84	2.42	3.87	2.23	3.68
17	Mexico***	1.30	1.66	1.81	1.75	1.88	1.26	1.90
18	Netherlands	0.65	0.87	0.94	1.31	1.01	0.82	0.77
19	Brazil	0.55	1.01	1.51	1.66	3.03	1.52	1.98
20	Canada***	0.75	0.91	1.23	1.99	2.43	2.35	2.55

Notes: *Includes all cargo unloaded in LACD

**China includes the mainland, Hong Kong, & Macau.

***Trade between LACD and Canada/Mexico is understated. Many of these goods enter/exit at inland border crossings and clear customs in customs districts like San Diego, Detroit, Laredo, and Blaine, WA.

Source: U.S. Census Bureau, TradeUSAonline

TABLE 11B: Major Trading Partners of the Los Angeles Customs District

(Billions of \$, Imports for Consumption*); Page 1 of 2

2-Way Rank Country		A. Two-Way Trade Value through LACD*						
		2004	2005	2006	2007	2008	2009	2010
1	China**	\$91.99	\$108.36	\$125.33	\$141.21	\$142.96	\$121.95	\$150.95
2	Japan	43.43	46.21	50.14	47.62	45.86	32.19	39.50
3	South Korea	16.58	17.41	19.88	20.60	18.90	15.58	21.28
4	Taiwan	14.69	14.97	16.61	16.93	15.30	10.76	13.84
5	Thailand	7.57	7.97	9.00	8.78	9.74	8.05	9.46
6	Australia	6.94	7.62	7.92	8.20	8.28	7.12	7.71
7	Singapore	7.16	7.09	8.16	7.95	7.35	6.50	7.49
8	Vietnam	2.30	2.71	3.41	4.63	5.72	5.89	7.49
9	Germany	7.91	8.95	9.39	9.72	9.35	5.82	7.31
10	Malaysia	10.12	9.39	9.48	7.82	8.59	7.05	7.04
11	Indonesia	4.33	4.76	4.97	5.73	6.29	5.46	6.75
12	India	2.90	3.44	3.64	3.92	4.37	3.79	5.71
13	United Kingdom	4.90	5.58	5.44	5.53	5.26	3.69	4.19
14	Iraq	1.44	1.46	2.68	3.21	6.20	2.80	3.86
15	Philippines	4.02	4.31	4.52	4.21	3.73	2.99	3.76
16	Ecuador	1.37	2.20	2.80	2.56	4.03	2.26	3.70
17	Mexico***	2.36	2.64	3.26	2.69	2.80	2.37	3.35
18	Netherlands	2.12	2.46	2.96	3.55	2.82	2.46	2.96
19	Brazil	1.35	1.89	2.40	2.64	4.06	2.39	2.93
20	Canada***	1.15	1.33	1.69	2.75	3.32	2.72	2.77

2-Way Rank Country		B. Trade Balance with LACD						
		2004	2005	2006	2007	2008	2009	2010
1	China**	-\$63.81	-\$76.06	-\$82.82	-\$91.75	-\$85.84	-\$76.21	-\$90.97
2	Japan	-20.95	-22.98	-23.85	-20.31	-15.76	-8.86	-11.98
3	South Korea	-4.97	-3.25	-2.57	-1.38	0.20	-0.68	-0.98
4	Taiwan	-5.79	-5.18	-5.20	-4.24	-1.91	-2.01	-2.02
5	Thailand	-3.78	-3.78	-4.85	-4.32	-4.23	-3.83	-4.01
6	Australia	3.65	4.15	4.27	4.67	5.21	4.94	5.22
7	Singapore	1.04	2.34	2.83	3.54	3.73	2.51	2.77
8	Vietnam	-1.75	-2.05	-2.61	-3.08	-3.36	-3.29	-4.37
9	Germany	-4.62	-5.16	-5.25	-4.54	-3.92	-2.31	-2.87
10	Malaysia	-3.03	-2.44	-2.13	-1.85	-1.58	-3.10	-2.48
11	Indonesia	-2.64	-2.77	-2.95	-3.30	-2.75	-2.73	-3.42
12	India	-1.24	-1.45	-1.54	-1.52	-1.74	-1.42	-2.26
13	United Kingdom	0.20	-0.08	-0.43	-0.60	0.22	-0.07	-0.33
14	Iraq	-1.42	-1.42	-2.66	-3.17	-6.17	-2.72	-3.89
15	Philippines	-0.91	-0.71	-0.90	-1.18	-0.94	-0.98	-1.01
16	Ecuador	-1.29	-2.13	-2.73	-2.40	-3.86	-2.14	-3.63
17	Mexico***	-0.14	-0.50	-0.41	-0.34	0.00	0.46	0.13
18	Netherlands	0.81	0.70	1.14	0.88	0.82	0.84	1.40
19	Brazil	-0.07	-0.29	-0.85	-0.99	-2.20	-0.84	-1.10
20	Canada***	-0.38	-0.56	-0.87	-1.43	-1.58	-2.14	-2.45

Notes:

*Includes only imports for consumption; i.e., cargo that cleared customs in LACD.

**China includes the mainland, Hong Kong, & Macao.

***Trade between LACD and Canada/Mexico is understated. Many of these goods enter/exit at inland border crossings and clear customs in customs districts like San Diego, Detroit, Laredo, and Blaine, WA

Source: U.S. Census Bureau, TradeUSAonline

TABLE 11B: Major Trading Partners of the Los Angeles Customs District
(Billions of \$, Imports for Consumption); Page 2 of 2

2-Way		C. Exports by Destination Country						
		Rank	Country	2004	2005	2006	2007	2008
1	China**	\$14.09	\$16.15	\$21.25	\$24.73	\$28.56	\$22.87	\$30.06
2	Japan	11.24	11.62	13.15	13.65	15.05	11.66	13.79
3	South Korea	5.80	7.08	8.66	9.61	9.55	7.45	10.30
4	Taiwan	4.45	4.89	5.70	6.35	6.70	4.38	5.94
5	Thailand	1.89	2.10	2.08	2.23	2.75	2.11	2.73
6	Australia	5.29	5.89	6.09	6.43	6.75	6.03	6.47
8	Singapore	4.10	4.71	5.49	5.74	5.54	4.50	5.13
9	Vietnam	0.28	0.33	0.40	0.77	1.18	1.30	1.56
10	Germany	1.65	1.90	2.07	2.59	2.71	1.76	2.24
7	Malaysia	3.54	3.47	3.68	2.99	3.50	1.98	2.30
11	Indonesia	0.85	1.00	1.01	1.22	1.77	1.36	1.67
12	India	0.83	1.00	1.05	1.20	1.32	1.19	1.72
13	United Kingdom	2.55	2.75	2.50	2.47	2.74	1.81	1.94
15	Iraq	0.01	0.02	0.01	0.02	0.02	0.04	0.03
14	Philippines	1.56	1.80	1.81	1.51	1.40	1.01	1.37
20	Ecuador	0.04	0.04	0.03	0.08	0.08	0.06	0.09
19	Mexico***	1.11	1.07	1.43	1.18	1.40	1.41	1.76
17	Netherlands	1.47	1.58	2.05	2.22	1.82	1.65	2.18
18	Brazil	0.64	0.80	0.78	0.83	0.93	0.78	0.95
16	Canada***	0.39	0.38	0.41	0.66	0.87	0.29	0.19

2-Way		D. Imports by Country of Origin						
		Rank	Country	2004	2005	2006	2007	2008
1	China**	\$77.90	\$92.21	\$104.07	\$116.48	\$114.40	\$99.08	120.89
2	Japan	32.19	34.59	36.99	33.97	30.81	20.53	25.71
3	South Korea	10.77	10.33	11.22	10.99	9.35	8.13	10.98
4	Taiwan	10.24	10.08	10.91	10.58	8.61	6.38	7.90
5	Thailand	5.67	5.88	6.92	6.55	6.98	5.94	6.73
6	Australia	1.64	1.74	1.82	1.77	1.54	1.09	1.25
8	Singapore	3.06	2.38	2.67	2.21	1.81	1.99	2.36
9	Vietnam	2.02	2.38	3.01	3.85	4.54	4.59	5.93
10	Germany	6.27	7.05	7.32	7.13	6.63	4.06	5.06
7	Malaysia	6.58	5.91	5.80	4.83	5.08	5.07	4.74
11	Indonesia	3.49	3.77	3.96	4.52	4.52	4.09	5.09
12	India	2.07	2.44	2.59	2.72	3.05	2.61	3.99
13	United Kingdom	2.35	2.83	2.94	3.06	2.52	1.88	2.25
15	Iraq	1.43	1.44	2.67	3.19	6.19	2.76	3.83
14	Philippines	2.46	2.51	2.71	2.70	2.33	1.98	2.38
20	Ecuador	1.33	2.16	2.77	2.48	3.95	2.20	3.62
19	Mexico***	1.25	1.57	1.83	1.51	1.40	0.96	1.60
17	Netherlands	0.66	0.88	0.91	1.33	1.00	0.81	0.78
18	Brazil	0.71	1.09	1.63	1.82	3.13	1.62	1.97
16	Canada***	0.77	0.94	1.28	2.09	2.45	2.43	2.58

Notes:

*Includes only imports for consumption; i.e., cargo that cleared customs in LACD.

**China includes the mainland, Hong Kong, & Macao.

***Trade between LACD and Canada/Mexico is understated. Many of these goods enter/exit at inland border crossings and clear customs in customs districts like San Diego, Detroit, Laredo, and Blaine, WA

Source: U.S. Census Bureau

TABLE 12: Exports Through the L.A. Customs District by Destination Country, 2010
(Millions of \$)

Country	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
China*	\$30,061	\$23,337	\$6,639	77.6%	22.1%	28.6%
Japan	13,786	9,325	4,143	67.6%	30.0%	13.1%
Korea, South	10,299	7,122	3,127	69.2%	30.4%	9.8%
Australia	6,466	4,883	1,518	75.5%	23.5%	6.1%
Taiwan	5,941	4,419	1,466	74.4%	24.7%	5.6%
Singapore	5,133	3,261	1,777	63.5%	34.6%	4.9%
Thailand	2,731	1,684	1,032	61.7%	37.8%	2.6%
Malaysia	2,295	1,095	1,179	47.7%	51.3%	2.2%
Germany	2,241	216	1,977	9.6%	88.2%	2.1%
Netherlands	2,179	314	1,814	14.4%	83.2%	2.1%
United Kingdom	1,942	156	1,702	8.0%	87.6%	1.8%
Mexico	1,756	490	1,034	27.9%	58.9%	1.7%
India	1,724	658	1,064	38.2%	61.7%	1.6%
Indonesia	1,668	1,531	127	91.8%	7.6%	1.6%
Vietnam	1,561	1,419	140	90.9%	9.0%	1.5%
Philippines	1,374	1,047	318	76.2%	23.1%	1.3%
France	1,154	124	1,021	10.8%	88.4%	1.1%
New Zealand	1,116	653	294	58.5%	26.3%	1.1%
Belgium	957	175	782	18.3%	81.7%	0.9%
Brazil	954	146	797	15.3%	83.6%	0.9%
United Arab Emirates	845	490	352	58.0%	41.7%	0.8%
Italy	676	107	558	15.9%	82.6%	0.6%
Israel	548	52	492	9.5%	89.9%	0.5%
Costa Rica	517	131	385	25.5%	74.5%	0.5%
Switzerland	477	18	451	3.7%	94.5%	0.5%
Russia	405	228	178	56.2%	43.8%	0.4%
Chile	388	260	128	66.9%	32.9%	0.4%
Saudi Arabia	387	252	134	65.2%	34.7%	0.4%
Ireland	260	5	255	2.1%	97.9%	0.2%
Spain	247	55	190	22.4%	76.9%	0.2%
Turkey	246	60	180	24.6%	73.3%	0.2%
South Africa	231	62	156	27.0%	67.5%	0.2%
Peru	225	192	33	85.0%	14.7%	0.2%
Sweden	210	34	175	16.0%	83.3%	0.2%
Guatemala	207	193	15	93.0%	7.0%	0.2%
Canada	191	64	114	33.2%	59.4%	0.2%
Pakistan	182	150	32	82.4%	17.5%	0.2%
Lebanon	170	124	45	73.0%	26.4%	0.2%
Colombia	166	113	52	67.9%	31.5%	0.2%
Bangladesh	165	155	9	94.2%	5.5%	0.2%
Panama	160	145	15	90.7%	9.2%	0.2%
El Salvador	155	149	6	95.9%	4.1%	0.1%
Argentina	133	40	92	30.5%	69.4%	0.1%
Egypt	116	67	49	57.6%	42.0%	0.1%
Norway	103	26	77	24.8%	74.1%	0.1%
Kuwait	102	60	42	58.8%	41.2%	0.1%
All Other Countries (< \$100 million)	2,412	1,359	1,004	56.3%	41.6%	2.3%
Total--All Countries	\$105,264	\$66,646	\$37,168	63.3%	35.3%	100.0%

*China includes the mainland, Hong Kong, & Macao.

Source: U.S. Census Bureau, TradeUSAonline

TABLE 13: Imports* Entering L.A. Customs District by Country of Origin, 2010
(Millions of \$)

Country	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
China**	\$160,325	\$145,638	\$14,628	90.8%	9.1%	51.4%
Japan	39,515	35,316	4,191	89.4%	10.6%	12.7%
South Korea	14,033	12,746	1,285	90.8%	9.2%	4.5%
Taiwan	12,469	10,109	2,190	81.1%	17.6%	4.0%
Thailand	8,559	6,430	2,119	75.1%	24.8%	2.7%
Vietnam	7,698	7,441	256	96.7%	3.3%	2.5%
Malaysia	6,386	4,435	1,940	69.4%	30.4%	2.0%
Indonesia	6,260	5,897	347	94.2%	5.5%	2.0%
Germany	4,916	3,797	1,114	77.2%	22.7%	1.6%
India	4,349	2,059	2,287	47.4%	52.6%	1.4%
Iraq	3,924	3,886	---	99.0%	---	1.3%
Ecuador	3,676	3,658	18	99.5%	0.5%	1.2%
Singapore	3,007	1,668	1,312	55.5%	43.6%	1.0%
Philippines	2,940	2,399	515	81.6%	17.5%	0.9%
Canada	2,548	1,252	129	49.1%	5.1%	0.8%
United Kingdom	2,439	1,318	1,114	54.0%	45.7%	0.8%
Australia	2,048	1,286	734	62.8%	35.8%	0.7%
Brazil	1,981	1,949	31	98.4%	1.6%	0.6%
Mexico	1,902	1,335	433	70.2%	22.7%	0.6%
Saudi Arabia	1,746	1,740	6	99.7%	0.3%	0.6%
Israel	1,433	170	1,236	11.9%	86.2%	0.5%
Cambodia	1,383	1,345	38	97.2%	2.7%	0.4%
Bangladesh	1,360	1,310	49	96.4%	3.6%	0.4%
Italy	1,328	822	506	61.9%	38.1%	0.4%
Russia	1,281	1,180	101	92.1%	7.9%	0.4%
Ireland	1,246	281	962	22.6%	77.2%	0.4%
France	1,054	551	501	52.3%	47.6%	0.3%
New Zealand	886	680	204	76.8%	23.1%	0.3%
Colombia	792	749	40	94.5%	5.1%	0.3%
Netherlands	767	362	356	47.2%	46.3%	0.2%
Peru	760	720	40	94.7%	5.3%	0.2%
South Africa	645	596	50	92.3%	7.7%	0.2%
Chile	600	545	55	90.8%	9.2%	0.2%
Pakistan	587	557	26	94.9%	4.4%	0.2%
Switzerland	578	164	411	28.3%	71.0%	0.2%
Spain	507	214	294	42.1%	57.9%	0.2%
Belgium	478	320	156	67.0%	32.7%	0.2%
Guatemala	400	340	59	85.2%	14.8%	0.1%
Sweden	391	316	75	80.7%	19.3%	0.1%
Angola	384	384	---	100.0%	---	0.1%
Argentina	318	310	8	97.6%	2.4%	0.1%
All Other Countries (<\$300 Million)	4,123	3,188	879	77.3%	21.3%	1.3%
Total--All Countries	\$312,019	\$269,460	\$40,695	86.4%	13.0%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in LACD

**China includes the mainland, Hong Kong, & Macao.

Source: U.S. Census Bureau, TradeUSAonline

TABLE 14: Top 20 U.S. Ports, 2010

(Billions of \$, General Imports – value of cargo unloaded)

Rank	Customs District	Port	Total \$	Import \$	Export \$	% of U.S.
1	Los Angeles	Los Angeles, CA	\$237.8	\$204.0	\$33.8	7.5%
2	New York City	JFK International Airport, NY	\$162.1	78.6	83.5	5.1%
3	Chicago	Chicago, IL	\$135.3	99.4	35.8	4.2%
4	New York City	Newark, NJ	\$132.1	117.6	14.5	4.1%
5	Houston	Houston, TX	\$131.0	60.2	70.8	4.1%
6	Detroit	Detroit, MI	\$126.2	55.2	71.0	4.0%
7	Laredo	Laredo, TX	\$125.2	67.6	57.6	3.9%
8	New Orleans	New Orleans, LA	\$100.4	52.6	47.8	3.1%
9	Los Angeles	Long Beach, CA	\$88.5	56.7	31.8	2.8%
10	Detroit	Port Huron, MI	\$81.1	42.6	38.5	2.5%
11	Buffalo	Buffalo-Niagara Falls, NY	\$77.6	38.1	39.5	2.4%
12	Los Angeles	Los Angeles International Airport, CA	\$77.4	40.5	36.9	2.4%
13	Savannah	Savannah, GA	\$60.2	34.5	25.7	1.9%
14	El Paso	El Paso, TX	\$57.0	32.9	24.1	1.8%
15	New York City	New York, NY	\$55.5	18.3	37.2	1.7%
16	Miami	Miami International Airport, FL	\$51.4	16.2	35.1	1.6%
17	Charleston	Charleston, NC	\$50.7	31.2	19.5	1.6%
18	San Francisco	San Francisco International Airport, CA	\$50.1	22.6	27.5	1.6%
19	Anchorage	Anchorage, AK	\$49.8	35.9	13.9	1.6%
20	Norfolk	Norfolk, VA	\$47.0	26.3	20.7	1.5%

25	San Francisco	Oakland, CA	\$40.1	24.4	15.7	1.3%
28	San Diego	Otay Mesa Station, CA	\$31.9	21.6	10.3	1.0%
		Sum--Top 20 Ports	\$1,896.4	\$1,131.0	\$765.4	59.5%
		Total Trade Value--All U.S. Ports	\$3,189.6			

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 15: Top 20 U.S. Ports for Exports, 2010

(Billions of \$)

Rank	Customs District	Port	Value	% of U.S.
1	New York City	JFK International Airport, NY	\$83.5	6.5%
2	Detroit	Detroit, MI	71.0	5.6%
3	Houston	Houston, TX	70.8	5.5%
4	Laredo	Laredo, TX	57.6	4.5%
5	New Orleans	New Orleans, LA	47.8	3.7%
6	-----	Low Value Shipments	46.9	3.7%
7	Buffalo	Buffalo-Niagara Falls, NY	39.5	3.1%
8	Detroit	Port Huron, MI	38.5	3.0%
9	New York City	New York, NY	37.2	2.9%
10	Los Angeles	Los Angeles International Airport, CA	36.9	2.9%
11	Chicago	Chicago, IL	35.8	2.8%
12	Miami	Miami International Airport, FL	35.1	2.8%
13	Los Angeles	Los Angeles, CA	33.8	2.6%
14	Los Angeles	Long Beach, CA	31.8	2.5%
15	San Francisco	San Francisco International Airport, CA	27.5	2.2%
16	Savannah	Savannah, GA	25.7	2.0%
17	El Paso	El Paso, TX	24.1	1.9%
18	Norfolk	Norfolk, PA	20.7	1.6%
19	Charleston	Charleston, SC	19.5	1.5%
20	Cleveland	Cleveland, OH	19.1	1.5%
22	San Francisco	Oakland, CA	15.7	1.2%
34	San Diego	Otay Mesa Station, CA	10.3	0.8%
Sum--Top 20 Export Ports			\$802.9	62.9%
Total Export Value--All U.S. Ports			\$1,277.5	

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 16: Top 20 U.S. Ports for Imports*, 2010

(Billions of \$)

Rank	Customs District	Port	Value	% of U.S.
1	Los Angeles	Los Angeles, CA	\$204.0	10.7%
2	New York City	Newark, NJ	117.6	6.2%
3	Chicago	Chicago, IL	99.4	5.2%
4	New York City	JFK International Airport, NY	78.6	4.1%
5	Laredo	Laredo, TX	67.6	3.5%
6	Houston	Houston, TX	60.2	3.2%
7	Los Angeles	Long Beach, CA	56.7	3.0%
8	Detroit	Detroit, MI	55.2	2.9%
9	New Orleans	New Orleans, LA	52.6	2.7%
10	Detroit	Port Huron, MI	42.6	2.2%
11	Los Angeles	Los Angeles International Airport, CA	40.5	2.1%
12	Buffalo	Buffalo-Niagara Falls, NY	38.1	2.0%
13	Anchorage	Anchorage, AK	35.9	1.9%
14	Savannah	Savannah, GA	34.5	1.8%
15	Seattle	Seattle, WA	32.9	1.7%
16	El Paso	El Paso, TX	32.9	1.7%
17	Charleston	Charleston, SC	31.2	1.6%
18	Philadelphia	Philadelphia, PA	28.4	1.5%
19	Baltimore	Baltimore, MD	27.2	1.4%
20	Norfolk	Norfolk, VA	26.3	1.4%
23	San Francisco	Oakland, CA	24.4	1.3%
23	San Diego	Otay Mesa Station, CA	21.6	1.1%
24	San Francisco	San Francisco International Airport, CA	22.6	1.2%
Sum--Top 20 Import Ports			\$1,162.4	60.8%
Total Import Value--All U.S. Ports			\$1,912.1	

*Note: Includes general imports i.e. cargo unloaded in each customs district

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 17: Exports Through the Port of L.A., Port of Long Beach and LAX, 2010
(Millions of \$, Millions of Kilograms)

Commodity Group	Total \$ Value			Total Shipping Weight		
	POLA	POLB	LAX	POLA	POLB	LAX
Machinery & Equipment	\$5,463	\$6,734	\$15,647	393	459	91
Chemicals & Related Products	5,894	3,949	3,886	1,823	1,620	52
Vehicles, Aircraft & Vessels	2,032	3,088	5,437	212	300	15
Plastics & Rubber Products	4,432	3,426	435	1,950	1,849	15
Base Metals & Related Products	4,153	3,173	824	3,494	2,045	43
Instruments	880	930	6,190	26	28	21
Textiles & Apparel	2,196	1,314	574	1,004	589	25
Plant-based Food & Related Products	1,429	1,998	322	2,504	2,723	87
Prepared Foods & Beverages	1,674	1,721	203	2,239	2,750	19
Animals, Fish & Related Products	1,759	1,103	78	682	440	7
Crude Oil, Products & Mineral Ores	731	1,469	6	848	6,950	1
Pulp, Paper, Books & Printed Products	1,037	869	135	3,677	3,237	7
Precious Stones, Metals, Coins & Pearls	106	18	1,717	1	0	1
Hides, Leather & Leather Goods	638	864	145	214	328	2
Other Manufactures	518	451	409	51	52	8
Stone, Glass & Ceramic Products	349	259	122	110	92	3
Footwear & Apparel Accessories	138	122	128	81	62	4
Arms & Ammunitions	86	59	187	2	2	1
Wood & Related Products	142	160	7	181	214	1
Art & Collectibles	11	6	256	0	0	0
Special Classification Items	63	51	155	6	3	2
Fats & Waxes	27	28	2	27	21	1
Total Exports by Port/Airport	\$33,761	\$31,791	\$36,865	19,524	23,767	408

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 18: Imports* Entering the Port of L.A., Port of Long Beach and LAX, 2010
(Millions of \$, Millions of Kilograms)

Commodity Group	Total \$ Value			Total Shipping Weight		
	POLA	POLB	LAX	POLA	POLB	LAX
Machinery & Equipment	\$69,835	\$22,047	\$24,695	5,794	1,976	202
Textiles & Apparel	25,402	2,933	1,935	2,470	298	102
Other Manufactures	18,775	7,367	487	4,467	1,361	18
Vehicles, Aircraft & Vessels	18,936	2,691	507	2,305	506	11
Footwear & Apparel Accessories	13,146	2,925	348	1,595	343	23
Base Metals & Related Products	11,535	2,954	292	4,534	959	9
Plastics & Rubber Products	10,586	3,200	232	3,101	910	12
Crude Oil, Products & Mineral Ores	5,572	5,850	1	10,060	10,678	1
Chemicals & Related Products	6,918	1,548	1,267	1,552	488	9
Instruments	4,062	1,117	3,191	230	63	18
Prepared Foods & Beverages	4,504	541	41	2,167	352	2
Precious Stones, Metals, Coins & Pearls	378	102	4,048	24	7	5
Leather Goods, Leather & Hides	3,007	969	275	448	120	10
Animals, Fish & Related Products	2,673	276	288	553	53	30
Stone, Glass & Ceramic Products	2,373	582	71	2,239	463	3
Pulp, Paper, Books & Printed Products	2,256	681	81	1,037	290	4
Special Classification Items	493	171	2,190	60	23	9
Plant-based Food & Related Products	1,759	260	174	1,110	156	19
Wood & Related Products	1,346	390	6	766	228	1
Arms & Ammunitions	298	35	162	30	4	2
Art & Collectibles	33	4	216	6	1	0
Fats & Waxes	157	29	6	57	12	0
Total Imports by Port/Airport	\$204,042	\$56,670	\$40,516	44,606	19,291	490

*Note: Includes general imports; cargo unloaded in LACD

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 19: Exports Through the San Diego Customs District, 2010
(Millions of \$)

Commodity	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
Electrical Equipment, TVs, & Electronic Parts	\$3,808.8	\$3.5	\$97.6	0.1%	2.6%	23.4%
Computers, Peripherals, Machinery, Appliances & Parts	2,066.0	11.9	17.7	0.6%	0.9%	12.7%
Plastics & Items Made of Plastic	1,594.4	3.3	0.8	0.2%	0.0%	9.8%
Motor Vehicles & Parts	1,178.8	7.5	0.2	0.6%	0.0%	7.3%
Optical, Photo & Medical/Surgical Instruments	722.5	0.8	74.3	0.1%	10.3%	4.4%
Paper, Paperboard & Related Products	588.2	0.2	0.0	0.0%	0.0%	3.6%
Refined Oil Products & Natural Gas	494.5	0.1	0.0	0.0%	0.0%	3.0%
Iron & Steel Products	477.8	0.9	1.3	0.2%	0.3%	2.9%
Aluminum & Items Made of Aluminum	320.0	0.2	0.1	0.1%	0.0%	2.0%
Iron & Steel	251.2	0.6	---	0.2%	---	1.5%
Apparel & Accessories, Knit Or Crochet	229.4	0.6	0.1	0.3%	0.1%	1.4%
Miscellaneous Chemical Products	211.6	0.2	30.3	0.1%	14.3%	1.3%
Miscellaneous Metal Products	210.8	0.0	0.0	0.0%	0.0%	1.3%
Meat & Meat Products	203.9	---	---	---	---	1.3%
Miscellaneous Prepared Foods	201.7	1.5	0.6	0.7%	0.3%	1.2%
Rubber & Items Made of Rubber	201.4	1.7	1.3	0.8%	0.6%	1.2%
Wood & Wood Products	198.0	0.3	0.0	0.2%	0.0%	1.2%
Fruits & Nuts	164.8	3.0	---	1.8%	---	1.0%
Natural Pearls, Precious Stones & Metals; Coins	163.4	0.0	88.4	0.0%	54.1%	1.0%
Knitted or Crocheted Fabrics	161.8	0.0	---	0.0%	---	1.0%
Furniture, Bedding, Lamps Etc.	160.5	0.1	1.2	0.1%	0.8%	1.0%
All Other Items	2,642.7	51.4	42.5	1.9%	1.6%	16.3%
Total	\$16,252.3	\$87.9	\$356.4	0.5%	2.2%	100.0%

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 20: Imports* Entering the San Diego Customs District, 2010
(Millions of \$)

Commodity	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
Electrical Equipment, TVs, & Electronic Parts	\$13,822.3	\$5.9	\$0.8	0.0%	0.0%	42.5%
Motor Vehicles & Parts	6,278.4	4,199.6	0.0	66.9%	0.0%	19.3%
Optical, Photo & Medical/Surgical Instruments	2,554.6	0.0	0.4	0.0%	0.0%	7.8%
Computers, Peripherals, Machinery, Appliances & Parts	1,938.7	15.2	1.1	0.8%	0.1%	6.0%
Special Classification Items	1,250.5	2.5	15.0	0.2%	1.2%	3.8%
Edible Vegetables & Certain Roots & Tubers	814.7	0.8	---	0.1%	---	2.5%
Plastics & Items Made of Plastic	600.0	0.1	0.0	0.0%	0.0%	1.8%
Furniture, Bedding, Lamps Etc.	588.3	0.0	0.0	0.0%	0.0%	1.8%
Fruits & Nuts	481.7	188.2	---	39.1%	---	1.5%
Apparel & Accessories, Knit Or Crochet	446.1	---	---	---	---	1.4%
Miscellaneous Metal Products	410.6	---	---	---	---	1.3%
Beverages, Spirits & Vinegar	273.2	---	0.0	---	0.0%	0.8%
Glass & Glassware	258.0	---	0.0	---	---	0.8%
Iron & Steel Products	214.4	25.6	0.0	11.9%	0.0%	0.7%
Toys, Games & Sports Equipment	213.2	0.0	---	0.0%	---	0.0%
Paper, Paperboard & Related Products	182.0	0.0	---	0.0%	---	0.0%
Prepared Cereals, Flour, Starch or Milk; Bakers Wares	163.7	---	---	---	---	0.5%
Miscellaneous Manufactured Articles	156.9	0.1	---	0.1%	0.0%	0.5%
Aircraft, Spacecraft & Parts	152.6	---	0.1	---	---	0.5%
Iron & Steel	139.4	14.1	---	10.1%	---	0.4%
Textiles & Needlecraft	121.4	---	---	---	---	0.4%
All Other Items	1,499.2	73.0	1.4	4.9%	0.1%	4.6%
Total	32,559.8	4,525.4	18.9	13.9%	0.1%	100.0%

*Note: Includes general imports; cargo unloaded in SDCD

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 21: Exports Through the San Diego Customs District by Product & Area, 2010
(Millions of \$)

Commodity Group	Central/So		North		Midwest	Africa	CIS Nations	World Total
	Asia-Oceania	Europe	America	America				
Machinery & Equipment	\$78.4	\$38.2	\$5.8	\$5,749.5	\$1.6	\$1.2	\$0.2	\$5,874.8
Plastics & Rubber Products	2.0	1.3	3.9	1,788.1	0.1	0.5	0.0	1,795.8
Base Metals & Related Products	2.2	0.1	0.3	1,532.8	0.1	0.0	0.0	1,535.6
Vehicles, Aircraft & Vessels	32.6	8.7	4.5	1,226.7	0.0	0.1	0.0	1,272.6
Instruments	33.3	37.5	3.4	660.5	1.1	0.7	0.2	736.8
Pulp, Paper, Books & Printed Products	1.7	0.1	0.3	676.1	0.0	0.0	0.0	678.2
Textiles & Apparel	0.1	0.3	1.1	671.1	0.1	0.8	0.0	673.5
Chemicals & Related Products	24.5	22.2	1.9	622.6	1.1	0.3	0.2	672.9
Prepared Foods & Beverages	5.7	0.4	2.5	498.0	0.2	0.1	0.0	506.8
Crude Oil & Mineral Ores	0.2	0.0	0.1	504.6	0.0	0.0	0.0	505.0
Plant-based Food & Related Products	13.2	0.0	4.5	481.0	0.0	0.1	0.0	498.8
Other Manufactures	0.9	1.0	0.4	358.3	0.0	0.0	0.0	360.6
Animals, Fish & Related Products	0.2	0.0	2.3	294.5	0.0	0.0	0.0	297.1
Wood & Related Products	0.1	0.0	0.2	200.3	0.0	0.0	0.0	200.6
Stone, Glass & Ceramic Products	0.3	0.0	0.4	179.5	0.0	0.0	0.0	180.2
Precious Stones, Metals, Coins & Pearls	0.0	88.1	0.1	75.2	0.0	0.0	0.0	163.4
Footwear & Apparel Accessories	0.1	0.0	1.2	145.4	0.0	0.0	0.0	147.2
Fats & Waxes	0.0	0.0	0.3	68.9	0.0	0.0	0.0	69.2
Hides, Leather & Leather Goods	0.4	0.0	1.2	41.2	0.0	0.0	0.0	42.9
Special Classification Items	10.4	0.9	0.1	22.3	0.2	0.0	0.3	34.1
Arms & Ammunitions	4.4	0.0	0.0	0.9	0.0	0.0	0.0	5.4
Art & Collectibles	0.0	0.0	0.0	1.0	0.0	0.0	0.0	1.0
Total Area Exports	\$210.7	\$198.9	\$34.4	\$15,798.4	\$4.4	\$3.8	\$0.9	\$16,252.3
Area % of Total Exports	1.3%	1.2%	0.2%	97.2%	0.0%	0.0%	0.0%	100.0%

Source: U.S. Census Bureau, TradeUSAonline

TABLE 22: Imports* Entering the San Diego Customs District by Product & Area, 2010

(Millions of \$)

Commodity Group	Area							World Total
	Asia-Oceania	Europe	Central/So America	Mideast	North America	Africa	CIS Nations	
Machinery & Equipment	\$748.7	\$62.0	\$5.7	\$0.3	\$14,943.5	\$0.7	\$0.0	\$15,760.9
Vehicles, Aircraft & Vessels	2,599.2	1,607.1	0.0	0.0	2,253.2	0.0	0.0	\$6,459.4
Instruments	86.3	12.7	0.1	0.1	2,493.8	0.0	0.0	\$2,593.0
Plant-based Food & Related Products	0.0	0.0	189.1	0.0	1,183.0	0.0	0.0	\$1,372.3
Special Classification Items	80.0	0.5	1.0	0.1	1,168.6	0.3	0.0	\$1,250.5
Other Manufactures	101.6	1.6	0.0	0.0	855.2	0.0	0.0	\$958.4
Base Metals & Related Products	70.4	15.2	4.1	0.2	856.7	0.0	0.1	\$946.7
Plastics & Rubber Products	56.8	2.5	0.5	0.2	638.9	0.0	0.0	\$698.8
Prepared Foods & Beverages	0.0	3.1	4.6	0.0	668.7	0.0	0.0	\$676.4
Textiles & Apparel	3.1	0.4	0.2	0.2	559.7	0.0	0.0	\$563.7
Stone, Glass & Ceramic Products	4.4	24.6	0.0	0.0	354.9	0.0	0.0	\$383.9
Pulp, Paper, Books & Printed Products	3.9	0.0	0.0	0.0	217.2	0.0	0.0	\$221.2
Chemicals & Related Products	14.7	18.2	0.2	0.0	165.2	0.2	0.4	\$198.9
Footwear & Apparel Accessories	8.5	0.1	0.9	0.0	188.8	0.0	0.0	\$198.4
Animals, Fish & Related Products	0.0	0.0	37.8	0.0	121.3	0.0	0.0	\$159.1
Wood & Related Products	0.5	0.0	0.0	0.0	51.4	0.4	0.1	\$52.3
Hides, Leather & Leather Goods	1.5	0.0	0.1	0.0	24.3	0.0	0.0	\$25.9
Precious Stones, Metals, Coins & Pearls	2.6	0.3	0.0	0.0	18.6	0.0	0.0	\$21.5
Fats & Waxes	0.0	0.0	0.0	0.0	9.2	0.0	0.0	\$9.2
Mineral Ores & Crude Oil	0.8	0.0	0.0	0.0	6.0	0.0	0.0	\$6.8
Arms & Ammunitions	0.0	0.0	0.0	0.0	2.1	0.0	0.0	\$2.1
Art & Collectibles	0.0	0.0	0.0	0.0	0.2	0.0	0.0	\$0.2
Total Area Imports	\$3,783.2	\$1,748.3	\$244.3	\$1.2	\$26,780.3	\$1.8	\$0.6	\$32,559.8
Area % of Total Imports	11.6%	5.4%	0.8%	0.0%	82.2%	0.0%	0.0%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in LACD

Source: U.S. Census Bureau, TradeUSAonline

**TABLE 23: Exports Through the San Diego Customs District
by Destination Country, 2010**

(Millions of \$)

Country	Total Value	By Ship	By Air	% by		% of Total
				Ship	% by Air	
Mexico	\$15,789.5	\$2.4	\$9.2	0.0%	0.1%	97.15%
Switzerland	92.9	3.5	89.5	3.7%	96.3%	0.57%
Japan	47.4	22.2	14.6	47.0%	30.9%	0.29%
China*	44.4	12.1	28.5	27.1%	64.2%	0.27%
Singapore	27.9	2.2	25.3	7.9%	90.9%	0.17%
Australia	24.8	1.0	23.7	4.2%	95.7%	0.15%
Ecuador	23.4	23.4	0.0	100.0%	0.0%	0.14%
Korea, South	21.2	6.8	8.0	32.0%	37.7%	0.13%
United Kingdom	20.4	0.1	19.9	0.5%	97.6%	0.13%
Germany	19.9	0.0	19.8	0.1%	99.3%	0.12%
France	19.0	0.0	18.3	0.0%	96.6%	0.12%
Malaysia	14.3	1.0	13.1	7.1%	91.8%	0.09%
Taiwan	11.9	0.7	7.3	6.2%	61.5%	0.07%
Netherlands	11.6	0.0	11.6	0.0%	100.0%	0.07%
Canada	8.9	0.8	8.1	8.6%	91.2%	0.05%
Philippines	8.1	0.9	7.2	10.7%	89.0%	0.05%
Austria	6.5	0.0	6.5	0.0%	99.9%	0.04%
Italy	6.2	0.0	6.1	0.0%	99.0%	0.04%
Sweden	3.6	0.0	3.5	0.0%	99.4%	0.02%
Ireland	3.4	0.0	3.4	0.0%	100.0%	0.02%
Spain	3.3	0.0	3.3	1.3%	98.2%	0.02%
Cayman Islands	3.3	3.3	0.0	100.0%	0.0%	0.02%
New Zealand	3.2	0.0	3.2	0.0%	99.9%	0.02%
India	3.2	2.2	0.9	70.8%	29.2%	0.02%
Norway	2.3	0.0	2.3	0.0%	99.2%	0.01%
Brazil	2.1	0.0	1.2	1.6%	58.6%	0.01%
Belgium	2.0	0.0	2.0	0.0%	99.0%	0.01%
Israel	1.8	0.0	1.8	0.0%	98.9%	0.01%
Thailand	1.7	0.3	1.4	16.6%	82.9%	0.01%
Costa Rica	1.4	0.3	1.1	23.6%	76.4%	0.01%
Mayotte	1.3	0.0	0.0	0.0%	0.0%	0.01%
Denmark	1.3	0.0	1.2	3.3%	96.2%	0.01%
Afghanistan	1.1	0.0	1.1	0.0%	100.0%	0.01%
Poland	1.0	0.0	1.0	0.0%	99.6%	0.01%
Chile	1.0	0.3	0.7	28.8%	71.2%	0.01%
Czech Republic	1.0	0.0	0.9	0.0%	92.0%	0.01%
Greece	1.0	0.0	1.0	0.0%	100.0%	0.01%
All Other Countries (<\$1 million)	15.0	4.3	9.3	28.8%	61.9%	0.09%
Total--All Countries	\$16,252.3	\$87.9	\$356.4	0.5%	2.2%	100%

* China includes the mainland, Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

**TABLE 24: Imports* Entering the San Diego Customs District
by Country of Origin, 2010**

(Millions of \$)

Country	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
Mexico	\$26,768.9	\$11.9	\$15.0	0.0%	0.1%	82.21%
Japan	2,241.6	1,925.8	0.1	85.9%	0.0%	6.88%
Germany	1,426.3	1,388.5	0.3	97.3%	0.0%	4.38%
South Korea	710.2	672.1	0.0	94.6%	0.0%	2.18%
China**	541.0	3.9	0.9	0.7%	0.2%	1.66%
Ecuador	188.7	188.7	0.0	100.0%	0.0%	0.58%
Malaysia	123.9	0.0	0.0	0.0%	0.0%	0.38%
Slovakia	95.5	95.4	0.0	100.0%	0.0%	0.29%
United Kingdom	79.5	64.4	0.3	81.1%	0.4%	0.24%
Taiwan	75.4	6.1	0.2	8.1%	3.4%	0.23%
Vietnam	33.5	24.6	0.0	73.5%	0.0%	0.10%
Finland	29.3	28.9	0.0	98.5%	0.0%	0.09%
Guatemala	23.6	23.6	0.0	100.0%	0.0%	0.07%
Portugal	23.1	23.0	0.0	99.7%	0.0%	0.07%
Indonesia	19.8	0.0	0.0	0.0%	0.0%	0.06%
Norway	17.3	17.0	0.0	98.2%	0.3%	0.05%
Italy	16.7	6.5	0.3	39.0%	4.9%	0.05%
Thailand	15.6	0.2	0.0	1.1%	7.9%	0.05%
Switzerland	15.2	0.0	0.0	0.1%	0.2%	0.05%
Canada	11.4	0.4	0.1	3.5%	0.9%	0.03%
Hungary	11.4	10.1	0.0	89.0%	0.2%	0.03%
Costa Rica	10.5	10.3	0.0	98.4%	0.0%	0.03%
All Other Countries (< \$10 Million)	81.5	23.8	1.6	29.2%	1.9%	0.25%
Total--All Countries	\$32,559.8	\$4,525.4	\$18.9	13.9%	0.1%	100.0%

*Note: Includes general imports; cargo unloaded in SDCD

** China includes the mainland Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

TABLE 25: Top Trading Partners of San Diego Customs District, 2010

(Millions of \$)

Country	Total Two-Way Trade	Imports*	Exports	Trade Balance	% of Total Two-Way Trade	Import-to-Export ratio
Mexico	\$42,558.4	\$26,768.9	\$15,789.5	-\$10,979.4	87.2%	1.7
Japan	2,288.9	2,241.6	47.4	-2,194.2	4.7%	47.3
Germany	1,446.2	1,426.3	19.9	-1,406.4	3.0%	71.7
South Korea	731.4	710.2	21.2	-689.0	1.5%	33.5
China**	585.5	541.0	44.4	-496.6	1.2%	12.2
Ecuador	212.1	188.7	23.4	-165.4	0.4%	8.1
Malaysia	138.2	123.9	14.3	-109.7	0.3%	8.7
Switzerland	108.1	15.2	92.9	77.7	0.2%	0.2
All Other Countries (<\$100 million)	743.2	543.9	199.3	-344.6	1.5%	2.7
Total--All Countries	\$48,812.0	\$32,559.8	\$16,252.3	-\$16,307.5	100.0%	2.0

*Note: Includes general imports; i.e. cargo unloaded in SDCD

** China includes the mainland, Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

TABLE 26: Imports* from San Diego Customs District's Top Trading Partners, 2010

(Millions of \$)

Commodity Group	Mexico	Japan	Germany	Top-3 Trading Partners Total	World Total
Machinery & Equipment	\$14,939.2	\$234.1	\$16.2	\$15,189.4	\$15,760.9
Vehicles, Aircraft & Vessels	2,252.9	1,912.0	1,378.4	\$5,543.3	6,459.4
Instruments	2,492.8	16.0	5.5	\$2,514.3	2,593.0
Plant-based Food & Related Products	1,183.0	0.0	0.0	\$1,183.0	1,372.3
Special Classification Items	1,167.6	2.3	0.0	\$1,169.9	1,250.5
Other Manufactures	855.1	48.3	0.1	\$903.5	958.4
Base Metals & Related Products	856.0	21.3	2.9	\$880.2	946.7
Prepared Foods & Beverages	668.7	0.0	0.2	\$668.9	676.4
Plastics & Rubber Products	638.1	1.7	0.4	\$640.2	698.8
Textiles & Apparel	559.6	0.2	0.0	\$559.8	563.7
Stone, Glass & Ceramic Products	354.6	0.3	21.0	\$375.9	383.9
Pulp, Paper, Books & Printed Products	216.2	0.0	0.0	\$216.3	221.2
Footwear & Apparel Accessories	187.9	0.0	0.0	\$187.9	198.4
Chemicals & Related Products	165.0	5.4	1.5	\$171.9	198.9
Animals, Fish & Related Products	121.3	0.0	0.0	\$121.3	159.1
Wood & Related Products	50.7	0.0	0.0	\$50.7	52.3
Leather Goods, Leather & Hides	24.3	0.0	0.0	\$24.3	25.9
Precious Stones, Metals, Coins & Pearls	18.6	0.0	0.0	\$18.6	21.5
Fats & Waxes	9.2	0.0	0.0	\$9.2	9.2
Crude Oil, Products & Mineral Ores	6.0	0.0	0.0	\$6.0	6.8
Arms & Ammunitions	2.1	0.0	0.0	\$2.1	2.1
Art & Collectibles	0.2	0.0	0.0	\$0.2	0.2
Total Area Imports	\$26,768.9	\$2,241.6	\$1,426.3	\$30,436.8	\$32,559.8
Memo: Area % of Total Imports	82.2%	6.9%	4.4%	93.5%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in SDCD

Source: U.S. Census Bureau, TradeUSAOnline

TABLE 27: Exports Through the San Francisco Customs District, 2010

(Millions of \$)

Commodity	Total			% by Ship	% by Air	% of Total
	Value	By Ship	By Air			
Electrical Equipment, TVs, & Electronic Parts	\$11,095.9	\$571.1	\$10,521.7	5.1%	94.8%	23.6%
Computers, Peripherals, Machinery, Appliances & Parts	8,731.0	975.6	7,754.8	11.2%	88.8%	18.5%
Optical, Photo & Medical/Surgical Instruments	5,930.4	385.5	5,544.6	6.5%	93.5%	12.6%
Fruits & Nuts	3,389.6	3,231.1	158.5	95.3%	4.7%	7.2%
Refined Oil Products & Natural Gas	2,379.0	2,378.2	0.7	100.0%	0.0%	5.1%
Meat & Meat Products	1,900.5	1,896.2	4.2	99.8%	0.2%	4.0%
Pharmaceutical Products	1,140.9	23.5	1,117.4	2.1%	97.9%	2.4%
Iron & Steel	836.4	828.4	7.9	99.1%	0.9%	1.8%
Miscellaneous Chemical Products	826.8	297.3	529.5	36.0%	64.0%	1.8%
Aircraft, Spacecraft, & Parts	814.8	161.1	653.7	19.8%	80.2%	1.7%
Cereal Grains	769.1	768.7	0.4	100.0%	0.0%	1.6%
Beverages, Spirits & Vinegar	717.0	682.0	35.0	95.1%	4.9%	1.5%
Inorganic Chemicals & Related Compounds	674.8	604.1	70.8	89.5%	10.5%	1.4%
Motor Vehicles & Parts	637.6	569.7	67.9	89.3%	10.7%	1.4%
Plastics & Items Made of Plastic	581.9	401.9	179.9	69.1%	30.9%	1.2%
Leather, Leather Products & Hides	393.7	392.8	0.9	99.8%	0.2%	0.8%
Organic Chemicals	391.4	323.7	67.6	82.7%	17.3%	0.8%
Dairy Products, Eggs, Honey, Etc	332.8	331.6	1.2	99.6%	0.4%	0.7%
Soybeans & Misc. Grains, Seeds, Fruits, Plants	332.4	295.9	36.5	89.0%	11.0%	0.7%
Wood Pulp; Wastepaper & Scrap Paperboard	324.4	324.4	0.0	100.0%	0.0%	0.7%
Aluminum & Items Made of Aluminum	308.8	280.7	28.2	90.9%	9.1%	0.7%
Arms & Ammunition	259.3	23.1	236.2	8.9%	91.1%	0.6%
Miscellaneous Prepared Foods	253.9	236.9	17.1	93.3%	6.7%	0.5%
Prepared Vegetables, Fruit & Nuts	242.9	240.7	2.2	99.1%	0.9%	0.5%
Food Industry Waste Products; Animal Feed	201.0	199.5	1.5	99.2%	0.8%	0.4%
Edible Vegetables & Certain Roots & Tubers	195.9	178.7	17.2	91.2%	8.8%	0.4%
Cotton, Includign Yarn & Woven Products	189.0	188.7	0.3	99.8%	0.2%	0.4%
Copper & Items Made of Copper	176.2	160.5	15.8	91.1%	8.9%	0.4%
Dyes, Paint, Inks	157.4	54.4	102.9	34.6%	65.4%	0.3%
Toys, Games & Sports Equipment	156.6	99.5	57.1	63.5%	36.5%	0.3%
Special Classification Items	156.2	19.8	10.7	12.7%	6.9%	0.3%
Essential Oils; Perfumes, Cosmetic Preparations	154.1	122.0	32.1	79.2%	20.8%	0.3%
Photographic & Cinematographic Products	149.6	40.3	109.1	26.9%	72.9%	0.3%
All Other Items (< \$100 million)	2,271.0	1,526.6	743.3	67.2%	32.7%	4.8%
Total	\$47,072.1	\$18,814.1	\$28,127.0	40%	60%	100%

Source: U.S. Census Bureau, TradeUSAonline

TABLE 28: Imports* Entering the San Francisco Customs District, 2010
(Millions of \$)

Commodity	Total			% of		% of Total
	Value	By Ship	By Air	% by Ship	% by Air	
Electrical Equipment, TVs, & Electronic Parts	\$13,961.5	\$3,403.2	\$10,542.0	24.4%	75.5%	23.1%
Computers, Peripherals, Machinery, Appliances & Parts	12,035.0	5,459.7	6,564.3	45.4%	54.5%	19.9%
Refined Oil Products & Natural Gas	9,378.5	9,378.5	0.1	100.0%	0.0%	15.5%
Motor Vehicles & Parts	3,338.9	3,257.8	80.8	97.6%	2.4%	5.5%
Optical, Photo & Medical/Surgical Instruments	2,231.2	517.7	1,687.0	23.2%	75.6%	3.7%
Furniture, Bedding, Lamps Etc.	1,484.0	1,455.4	28.4	98.1%	1.9%	2.5%
Beverages, Spirits & Vinegar	1,283.4	147.5	1,116.3	11.5%	87.0%	2.1%
Special Classification Items	1,260.5	1,250.0	4.4	99.2%	0.3%	2.1%
Apparel & Accessories, Knit Or Crochet	1,253.0	1,142.3	110.7	91.2%	8.8%	2.1%
Apparel & Accessories, Woven	1,159.0	994.4	164.4	85.8%	14.2%	1.9%
Toys, Games & Sports Equipment	972.0	875.3	96.6	90.1%	9.9%	1.6%
Plastics & Items Made of Plastic	876.2	780.7	95.3	89.1%	10.9%	1.4%
Iron & Steel Products	724.9	705.5	18.6	97.3%	2.6%	1.2%
Miscellaneous Chemical Products	646.2	82.4	563.6	12.8%	87.2%	1.1%
Coffee, Tea, Mate & Spices	608.3	606.5	1.8	99.7%	0.3%	1.0%
Textiles & Needlecraft	459.4	450.2	9.1	98.0%	2.0%	0.8%
Rubber & Items Made of Rubber	446.0	432.5	13.4	97.0%	3.0%	0.7%
Footwear & Parts	437.7	404.6	33.0	92.4%	7.5%	0.7%
Wood & Wood Products	369.6	368.1	1.4	99.6%	0.4%	0.6%
Animal Or Vegetable Fats, Oils Etc. & Waxes	364.8	364.2	0.6	99.8%	0.2%	0.6%
Iron & Steel	338.0	335.5	2.5	99.3%	0.7%	0.6%
Paper, Paperboard & Related Products	336.3	329.9	6.4	98.1%	1.9%	0.6%
Leather Products, Incl Luggage & Handbags	330.9	291.8	39.0	88.2%	11.8%	0.5%
Sugars & Sugar Confectionary	327.9	327.6	0.3	99.9%	0.1%	0.5%
Pharmaceutical Products	308.5	82.8	225.7	26.8%	73.2%	0.5%
Glass & Glassware	287.7	233.7	54.1	81.2%	18.8%	0.5%
Aluminum & Items Made of Aluminum	269.5	247.7	21.7	91.9%	8.0%	0.4%
Prepared Vegetables, Fruits & Nuts	256.7	256.1	0.6	99.8%	0.2%	0.4%
Organic Chemicals	251.5	179.5	72.0	71.4%	28.6%	0.4%
Ceramic Products	251.3	151.6	99.7	60.3%	39.7%	0.4%
Metallic Ores, Slag & Ash	246.1	246.1	0.1	100.0%	0.0%	0.4%
Inorganic Chemicals & Related Compounds	243.4	209.7	33.3	86.2%	13.7%	0.4%
Pearls, Precious Stones & Metals, Coins	238.6	14.1	213.2	5.9%	89.3%	0.4%
Meat & Meat Products	202.6	200.6	2.1	99.0%	1.0%	0.3%
Miscellaneous Metal Products	191.0	169.3	21.7	88.7%	11.3%	0.3%
Photographic & Cinematographic Products	166.3	14.8	151.5	8.9%	91.1%	0.3%
Edible Vegetables & Certain Roots & Tubers	157.2	156.2	1.0	99.3%	0.7%	0.3%
Prepared Cereals, Flour, Starch or Milk; Bakers Wares	152.5	152.3	0.2	99.9%	0.1%	0.3%
Stone, Plaster, Cement & Asbestos Products	150.8	134.0	16.7	88.9%	11.1%	0.2%
All Other Items (< \$150 million)	2,532.2	2,074.1	452.9	81.9%	17.9%	4.2%
Total	\$60,529.1	\$37,883.7	\$22,546.5	62.6%	37.2%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in SFCD

Source: U.S. Census Bureau, TradeUSAonline

Table 29: Exports Through the San Francisco Customs District by Product & Area, 2010

(Millions of \$)

Commodity Group	Central/So		North		Mid east	Africa	CIS Nations	World Total
	Asia-Oceania	Europe	America	America				
Machinery & Equipment	\$16,314.3	\$2,785.1	\$159.8	\$218.8	\$229.3	\$54.6	\$65.0	\$19,827.0
Instruments	\$4,638.8	\$1,082.6	\$58.7	\$70.7	\$76.2	\$19.7	\$13.0	\$5,959.7
Plant-based Food & Related Products	2,603.0	1,463.5	63.3	3.3	505.5	80.0	86.1	4,805.5
Chemicals & Related Products	2,194.4	1,337.7	41.3	2.5	80.6	26.2	31.0	3,713.6
Crude Oil & Mineral Ores	539.3	122.0	261.4	1,433.8	0.8	113.5	1.8	2,472.6
Animals, Fish & Related Products	2,239.5	11.9	17.8	0.9	24.5	30.6	40.2	2,365.5
Prepared Foods & Beverages	1,145.6	495.5	41.7	2.6	26.7	15.4	8.3	1,735.7
Base Metals & Related Products	1,496.8	58.9	9.9	4.0	4.7	1.2	5.3	1,580.7
Vehicles, Aircraft & Vessels	1,149.2	181.8	13.2	23.1	57.4	13.9	40.4	1,479.1
Plastics & Rubber Products	576.5	74.0	9.5	1.3	5.9	2.9	2.5	672.6
Pulp, Paper, Books & Printed Products	406.8	22.5	5.5	2.3	0.9	0.2	0.1	438.4
Hides, Leather & Leather Goods	416.3	6.1	0.2	0.1	0.4	0.2	0.0	423.3
Other Manufactures	223.6	32.4	26.6	1.7	3.6	9.5	0.6	297.9
Textiles & Apparel	224.6	11.7	12.7	0.3	6.5	4.7	0.4	260.9
Arms & Ammunitions	257.7	1.0	0.5	0.0	0.1	0.2	0.0	259.3
Stone, Glass & Ceramic Products	162.1	35.8	17.8	0.7	2.5	0.3	0.1	219.3
Special Classification Items	124.9	11.5	12.2	1.5	3.0	2.2	0.8	156.2
Precious Stones, Metals, Coins & Pearls	118.3	16.9	0.4	0.7	1.0	0.0	0.0	137.3
Art & Collectibles	50.9	35.5	0.0	0.4	0.3	0.0	0.0	87.1
Wood & Related Products	57.1	13.7	5.0	0.0	2.8	0.2	0.0	78.8
Fats & Waxes	52.5	13.6	3.4	0.0	0.0	0.7	0.0	70.2
Footwear & Apparel Accessories	20.3	2.0	1.7	0.4	2.2	4.6	0.1	31.3
Total Area Exports	\$35,012.6	\$7,815.6	\$762.5	\$1,769.2	\$1,035.0	\$380.7	\$295.8	\$47,072.1
Memo: Area % of Total Exports	74.4%	16.6%	1.6%	3.8%	2.2%	0.8%	0.6%	100.0%

Source: U.S. Census Bureau, TradeUSAonline

TABLE 30: Imports* Entering the San Francisco Customs District by Product & Area, 2010

(Millions of \$)

Commodity Group	Area							World Total
	Asia-Oceania	Europe	Central/So America	Mideast	North America	Africa	CIS Nations	
Machinery & Equipment	\$24,419.5	\$1,354.0	\$30.5	\$76.3	\$111.8	\$3.2	\$1.3	\$25,996.5
Mineral Ores & Crude Oil	520.5	119.3	2,236.9	4,456.4	383.7	646.0	1,287.2	9,650.0
Vehicles, Aircraft & Vessels	3,253.4	171.6	0.4	0.5	1.4	0.5	0.1	3,427.9
Other Manufactures	2,456.5	104.6	0.7	4.7	0.3	1.5	0.3	2,568.6
Textiles & Apparel	2,486.2	34.8	18.8	13.1	0.4	7.4	0.1	2,560.6
Prepared Foods & Beverages	980.6	932.0	353.8	1.4	56.5	31.1	10.7	2,366.2
Instruments	1,624.1	623.4	27.6	17.9	7.6	0.5	5.4	2,306.4
Chemicals & Related Products	1,307.9	405.6	103.1	12.6	52.0	2.6	25.8	1,909.6
Base Metals & Related Products	1,494.8	191.3	25.5	22.2	2.1	8.7	2.3	1,746.9
Plastics & Rubber Products	1,199.2	99.4	5.6	10.8	0.3	5.4	1.6	1,322.2
Special Classification Items	1,009.9	220.5	6.4	20.2	23.7	2.2	0.4	1,283.4
Plant-based Food & Related Products	586.3	133.6	450.7	7.3	32.5	58.5	0.5	1,269.4
Footwear & Apparel Accessories	1,010.8	17.6	2.6	0.0	0.0	0.4	0.3	1,031.7
Stone, Glass & Ceramic Products	553.6	114.3	15.6	5.2	0.1	1.1	0.0	689.8
Wood & Related Products	199.6	238.7	57.1	0.1	0.0	0.6	3.0	499.0
Pulp, Paper, Books & Printed Products	408.3	48.3	10.0	0.4	0.2	0.1	0.1	467.5
Animals, Fish & Related Products	350.8	45.3	11.2	0.1	1.2	0.6	0.8	409.9
Fats & Waxes	282.4	66.4	6.9	0.0	0.1	8.9	0.0	364.8
Hides, Leather & Leather Goods	331.9	8.2	0.0	0.0	0.1	0.4	0.1	340.7
Precious Stones, Metals, Coins & Pearls	229.0	2.0	2.3	4.6	0.1	0.6	0.0	238.6
Art & Collectibles	9.1	40.7	0.1	0.5	0.0	1.3	0.1	51.8
Arms & Ammunitions	22.3	4.9	0.0	0.0	0.2	0.0	0.0	27.5
Total Area Imports	\$44,736.7	\$4,976.6	\$3,365.6	\$4,654.3	\$674.3	\$781.6	\$1,339.9	\$60,529.1
Memo: Area % of Total Imports	73.9%	8.2%	5.6%	7.7%	1.1%	1.3%	2.2%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in LACD

Source: U.S. Census Bureau, TradeUSAonline

TABLE 31: Exports Through the San Francisco Customs District by Destination Country, 2010

(Millions of \$)

Country	Total Value	By Ship	By Air	% by		% of Total
				Ship	% by Air	
China*	\$8,124.0	\$3,448.9	\$4,662.6	42.5%	57.4%	17.3%
Japan	7,652.2	3,715.2	3,907.9	48.6%	51.1%	16.3%
Taiwan	5,050.9	1,282.1	3,764.9	25.4%	74.5%	10.7%
Korea, South	4,176.3	1,448.8	2,717.8	34.7%	65.1%	8.9%
Singapore	3,272.6	418.3	2,817.5	12.8%	86.1%	7.0%
Germany	1,790.9	567.3	1,221.3	31.7%	68.2%	3.8%
Malaysia	1,502.9	222.3	1,279.8	14.8%	85.2%	3.2%
Netherlands	1,273.3	264.8	1,007.6	20.8%	79.1%	2.7%
Philippines	1,223.2	196.9	1,020.2	16.1%	83.4%	2.6%
Thailand	1,196.3	298.7	893.6	25.0%	74.7%	2.5%
United Kingdom	1,175.3	443.5	728.8	37.7%	62.0%	2.5%
Australia	1,129.7	514.2	605.7	45.5%	53.6%	2.4%
Mexico	998.3	831.3	166.5	83.3%	16.7%	2.1%
Canada	770.9	612.1	157.8	79.4%	20.5%	1.6%
India	617.6	346.7	270.5	56.1%	43.8%	1.3%
Italy	579.3	238.5	340.1	41.2%	58.7%	1.2%
France	566.4	248.7	314.5	43.9%	55.5%	1.2%
Belgium	556.8	244.2	312.6	43.9%	56.1%	1.2%
Switzerland	539.7	42.5	497.2	7.9%	92.1%	1.1%
United Arab Emirates	390.2	273.6	116.3	70.1%	29.8%	0.8%
Vietnam	380.3	331.0	49.3	87.0%	13.0%	0.8%
Turkey	295.1	251.3	43.6	85.2%	14.8%	0.6%
Chile	282.5	263.3	19.1	93.2%	6.8%	0.6%
Spain	275.8	241.6	34.1	87.6%	12.4%	0.6%
Indonesia	269.8	222.7	46.7	82.6%	17.3%	0.6%
Israel	215.1	102.8	112.2	47.8%	52.2%	0.5%
Russia	212.3	140.6	71.6	66.2%	33.8%	0.5%
Sweden	186.7	52.0	134.0	27.9%	71.8%	0.4%
New Zealand	177.7	73.5	103.1	41.3%	58.0%	0.4%
Saudi Arabia	175.4	125.3	49.9	71.4%	28.4%	0.4%
Nigeria	122.9	120.4	2.4	98.0%	2.0%	0.3%
Brazil	116.3	44.5	71.8	38.3%	61.7%	0.2%
Jordan	104	102	2	97.8%	2.2%	0.2%
All Other Countries (< \$100 million)	1,671.6	1,084.9	583.6	64.9%	34.9%	3.6%
Total--All Countries	\$47,072.1	\$18,814.1	\$28,127.0	40%	60%	100.0%

* China includes the mainland Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

**TABLE 32: Imports* Entering the San Francisco Customs District
by Country of Origin, 2010**

(Millions of \$)

Country	Total Value	By Ship	By Air	% by Ship	% by Air	% of Total
China**	\$16,964.7	\$12,208.4	\$4,743.4	72.0%	28.0%	28.0%
Japan	9,146.2	4,670.9	4,459.8	51.1%	48.8%	15.1%
South Korea	3,988.4	1,029.2	2,958.4	25.8%	74.2%	6.6%
Saudi Arabia	3,544.0	3,543.6	0.4	100.0%	0.0%	5.9%
Taiwan	3,338.8	1,236.5	2,101.9	37.0%	63.0%	5.5%
Malaysia	2,633.2	545.0	2,086.2	20.7%	79.2%	4.4%
Singapore	1,792.5	326.2	1,460.4	18.2%	81.5%	3.0%
Thailand	1,702.4	785.5	916.1	46.1%	53.8%	2.8%
Ecuador	1,594.3	1,594.2	0.1	100.0%	0.0%	2.6%
Germany	1,358.1	651.8	704.5	48.0%	51.9%	2.2%
Philippines	1,276.9	332.5	924.1	26.0%	72.4%	2.1%
Australia	1,162.8	854.8	307.5	73.5%	26.4%	1.9%
Russia	1,132.4	1,122.2	10.2	99.1%	0.9%	1.9%
Indonesia	824.4	654.7	169.6	79.4%	20.6%	1.4%
Vietnam	737.4	670.2	67.1	90.9%	9.1%	1.2%
Iraq	730.5	730.5	0.0	100.0%	0.0%	1.2%
France	633.6	490.1	143.5	77.3%	22.6%	1.0%
Canada	480.8	405.2	54.4	84.3%	11.3%	0.8%
Italy	479.7	379.0	99.8	79.0%	20.8%	0.8%
United Kingdom	466.8	248.7	215.1	53.3%	46.1%	0.8%
Colombia	437.9	437.8	0.1	100.0%	0.0%	0.7%
Algeria	390.9	390.9	0.0	100.0%	0.0%	0.6%
New Zealand	345.9	291.3	54.6	84.2%	15.8%	0.6%
Brazil	338.4	337.1	1.4	99.6%	0.4%	0.6%
India	336.2	246.0	90.1	73.2%	26.8%	0.6%
Switzerland	324.6	115.7	208.5	35.7%	64.3%	0.5%
Netherlands	322.1	211.0	110.7	65.5%	34.4%	0.5%
Spain	217.1	190.6	26.5	87.8%	12.2%	0.4%
Peru	211.9	208.2	3.7	98.3%	1.7%	0.4%
Bangladesh	206.0	185.4	20.6	90.0%	10.0%	0.3%
Oman	198.2	195.7	2.5	98.7%	1.3%	0.3%
Kazakhstan	197.2	197.1	0.1	100.0%	0.0%	0.3%
Mexico	193.5	117.0	66.9	60.5%	34.6%	0.3%
Denmark	187.0	167.3	19.6	89.5%	10.5%	0.3%
Austria	174.9	46.8	128.1	26.8%	73.2%	0.3%
Chile	174.2	171.1	3.1	98.2%	1.8%	0.3%
Angola	168.1	168.1	0.0	100.0%	0.0%	0.3%
All Other Countries (<\$150 Million)	2,116.7	1,727.2	387.5	81.6%	18.3%	3.5%
Total--All Countries	\$60,529.1	\$37,883.7	\$22,546.5	63%	37%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in SFCO

** China includes the mainland, Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

TABLE 33: Top Trading Partners of San Francisco Customs District, 2010
(Millions of \$)

Country	Total Two-Way Trade*	Imports*	Exports	Trade Balance	% of Total Two-Way Trade	Import-to-Export ratio
China**	\$25,088.8	\$16,964.7	8,124.0	-\$8,840.7	23.3%	2.1
Japan	\$16,798.5	9,146.2	\$7,652.2	-1,494.0	15.6%	1.2
Taiwan	\$8,389.7	3,338.8	5,050.9	1,712.1	7.8%	0.7
South Korea	\$8,164.7	3,988.4	4,176.3	187.9	7.6%	1.0
Singapore	\$5,065.1	1,792.5	3,272.6	1,480.2	4.7%	0.5
Malaysia	\$4,136.1	2,633.2	1,502.9	-1,130.2	3.8%	1.8
Saudi Arabia	\$3,719.5	3,544.0	175.4	-3,368.6	3.5%	20.2
Germany	\$3,149.0	1,358.1	1,790.9	432.8	2.9%	0.8
Thailand	\$2,898.8	1,702.4	1,196.3	-506.1	2.7%	1.4
Philippines	\$2,500.1	1,276.9	1,223.2	-53.7	2.3%	1.0
Australia	\$2,292.5	1,162.8	1,129.7	-33.1	2.1%	1.0
United Kingdom	\$1,642.1	466.8	1,175.3	708.5	1.5%	0.4
Ecuador	\$1,633.4	1,594.3	39.1	-1,555.2	1.5%	40.7
Netherlands	\$1,595.4	322.1	1,273.3	951.2	1.5%	0.3
Russia	\$1,344.7	1,132.4	212.3	-920.2	1.2%	5.3
Canada	\$1,251.7	480.8	770.9	290.0	1.2%	0.6
France	\$1,200.1	633.6	566.4	-67.2	1.1%	1.1
Mexico	\$1,191.8	193.5	998.3	804.8	1.1%	0.2
Vietnam	\$1,117.7	737.4	380.3	-357.0	1.0%	1.9
Indonesia	\$1,094.2	824.4	269.8	-554.6	1.0%	3.1
Italy	\$1,059.0	479.7	579.3	99.6	1.0%	0.8
All Other Countries (<\$1 billion)	12,268.6	6,755.9	5,512.7	-1,243.2	11.4%	1.2
Total--All Countries	\$107,601.2	\$60,529.1	\$47,072.1	-\$13,457.0	100.0%	1.3

*Note: Includes general imports; i.e. cargo unloaded in SFCD

** China includes the mainland, Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

Table 34: Imports* from San Francisco Customs District's Top Trading Partners, 2010
(Millions of \$)

Commodity Group	China**	Japan	Germany	Top-3 Trading Partners Total	World Total
Machinery & Equipment	\$8,904.2	\$4,614.2	\$2,418.5	\$15,936.9	\$25,996.5
Vehicles, Aircraft & Vessels	\$374.6	\$2,432.7	\$151.9	\$2,959.3	\$3,427.9
Other Manufactures	\$1,926.8	\$78.5	\$95.0	\$2,100.3	\$2,568.6
Textiles & Apparel	\$1,159.9	\$15.4	\$36.4	\$1,211.8	\$2,560.6
Instruments	\$363.6	\$602.5	\$94.9	\$1,061.0	\$2,306.4
Chemicals & Related Products	\$296.7	\$622.3	\$77.2	\$996.2	\$1,909.6
Base Metals & Related Products	\$754.2	\$77.2	\$119.3	\$950.7	\$1,746.9
Footwear & Apparel Accessories	\$823.3	\$0.8	\$6.6	\$830.7	\$1,031.7
Plastics & Rubber Products	\$610.4	\$86.0	\$108.8	\$805.2	\$1,322.2
Special Classification Items	144.4	309.6	114.5	\$568.5	1,283.4
All Other Items	\$1,606.5	\$307.1	\$115.6	\$2,029.3	\$16,375.2
Total Area Imports	\$16,964.7	\$9,146.2	\$3,338.8	\$29,449.8	\$60,529.1
Memo: Area % of Total Imports	28.0%	15.1%	5.5%	48.7%	100.0%

*Note: Includes general imports; i.e. cargo unloaded in SFCD

** China includes the mainland, Hong Kong and Macao

Source: U.S. Census Bureau, TradeUSAonline

TABLE 35: California Exports by Destination Country

(Millions of \$, Origin of Movement Series)

Country	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Mexico	\$17,515.5	\$16,343.1	\$16,066.6	\$14,870.8	\$17,249.3	\$17,711.5	\$19,627.7	\$18,346.8	\$20,472.3	\$17,484.8	\$21,002.0
China	7,726.9	8,648.2	8,183.5	9,623.9	11,985.7	12,753.0	14,833.8	15,520.3	16,751.8	15,585.1	19,286.2
Canada	14,075.9	11,816.0	10,091.9	11,234.7	12,201.5	13,261.7	14,247.2	16,273.6	17,850.2	14,280.0	16,149.3
Japan	16,444.1	14,635.1	11,109.2	11,739.5	13,328.0	13,485.5	13,984.5	13,457.4	13,061.8	10,905.1	12,180.9
South Korea	6,917.4	5,034.9	4,716.1	4,825.6	5,962.9	6,312.4	7,045.2	7,408.6	7,746.9	5,944.8	8,046.4
Taiwan	5,263.1	4,657.4	3,480.0	3,557.5	3,690.9	4,266.2	4,540.2	5,560.0	5,758.5	4,442.2	6,522.6
Germany	7,362.5	5,664.5	5,365.1	4,436.4	5,363.0	5,379.7	5,637.0	5,785.8	5,149.3	4,120.9	5,126.5
United Kingdom	5,984.5	5,588.8	4,346.4	4,357.3	5,207.8	4,979.6	5,063.2	5,216.6	5,537.6	3,916.3	4,193.0
Netherlands	4,958.7	4,318.2	3,571.4	3,411.1	3,819.6	3,600.7	4,042.0	4,077.0	4,348.3	3,567.2	4,139.1
Singapore	2,442.0	2,084.5	1,910.5	1,896.8	2,260.0	2,473.9	2,809.6	2,821.3	3,175.5	3,444.6	4,026.3
India	5,011.1	4,226.8	3,296.8	3,365.7	4,163.4	3,787.7	4,605.5	4,283.8	4,084.6	3,238.1	3,295.3
Australia	2,942.8	2,242.0	1,882.7	1,915.6	2,953.9	2,693.8	2,434.6	2,727.0	2,701.0	2,317.2	3,145.1
Brazil	596.3	635.8	674.6	850.0	1,027.8	1,342.1	1,689.3	1,949.5	2,328.6	2,181.6	2,819.9
France	1,298.8	1,184.0	774.3	818.0	1,211.3	1,398.2	1,607.0	2,034.2	2,322.2	2,051.5	2,344.8
Belgium	1,087.0	1,131.7	1,248.9	1,420.3	1,717.5	1,766.0	1,878.5	2,026.0	2,443.8	1,984.3	2,238.0
Malaysia	1,534.3	1,393.9	1,095.0	1,365.0	1,219.4	1,430.8	1,872.8	2,044.0	2,222.3	1,889.1	2,209.8
Thailand	2,978.4	2,554.2	1,998.2	1,726.0	2,005.7	1,943.0	2,513.0	2,206.1	2,521.4	1,625.9	1,950.7
Israel	2,022.4	1,790.1	1,241.0	1,214.7	1,506.2	1,699.2	1,657.4	1,795.2	2,005.2	1,466.6	1,949.5
Italy	960.0	844.8	708.8	602.3	830.5	970.1	1,302.5	1,976.9	2,051.9	1,334.4	1,940.2
Switzerland	1,073.8	812.2	734.8	752.9	993.6	1,449.1	1,550.7	1,741.3	1,773.5	1,220.4	1,570.8
United Arab Emirates	212.9	225.8	262.6	279.5	399.6	1,142.0	942.4	947.9	1,156.4	1,150.7	1,360.4
Philippines	283.3	280.6	244.4	212.4	233.9	499.6	602.7	880.4	1,697.5	1,146.8	1,343.3
Sweden	687.8	614.2	626.2	613.5	603.7	688.4	865.1	1,053.1	1,014.8	1,118.2	982.3
Vietnam	1,930.6	2,011.3	1,107.0	1,007.0	1,046.2	1,148.1	1,386.0	1,233.6	1,276.9	1,007.5	960.5
Spain	814.5	719.8	556.0	686.2	901.9	978.0	1,000.8	1,076.6	1,087.0	946.8	919.0
All Other Countries	7,515.7	7,319.1	6,885.5	7,123.8	8,260.3	9,529.7	10,032.1	11,875.7	14,266.3	11,772.0	13,566.7
Total all Countries	\$119,640.4	\$106,777.0	\$92,177.5	\$93,906.3	\$110,143.6	\$116,689.9	\$127,770.8	\$134,318.9	\$144,805.7	\$120,142.2	\$143,268.9

Sources: U.S. Census Bureau, TradeUSAonline

TABLE 36: California Exports by Product Category

(Millions of \$, Origin of Movement Series)

Industry	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Computers & Electronic Products	\$61,447.3	\$50,311.4	\$39,660.1	\$36,695.8	\$42,150.0	\$41,559.5	\$44,336.2	\$43,477.8	\$41,495.0	\$35,182.8	\$43,075.4
Machinery, Except Electrical	8,158.3	8,445.3	7,108.8	8,605.3	11,915.3	13,423.2	13,734.6	14,037.5	16,500.8	12,827.0	14,486.6
Transportation Equipment	13,774.4	10,695.3	9,479.5	9,438.5	12,638.2	13,101.5	14,867.1	14,475.5	13,367.9	10,709.2	12,957.7
Chemicals	4,774.7	5,189.5	5,423.3	5,967.5	6,653.0	7,217.8	8,706.9	10,443.8	12,145.3	10,234.0	11,590.7
Misc. Manufactured Commodities	4,106.6	4,369.8	4,492.9	4,884.0	5,652.7	6,426.4	7,382.9	8,496.5	10,352.3	9,130.0	11,502.9
Agricultural Products	3,589.9	3,916.5	3,991.3	4,777.5	5,230.7	6,048.6	6,392.2	6,732.1	7,678.6	7,848.8	9,353.7
Food & Kindred Products	3,433.7	3,900.6	3,551.6	4,163.0	4,164.8	4,637.3	5,224.1	5,967.0	7,494.8	6,440.9	7,380.8
Waste & Scrap	899.0	1,040.7	1,060.7	1,417.9	1,947.7	2,445.8	3,373.6	4,550.2	6,049.6	3,939.1	5,393.1
Electrical Eqmt, Appls. & Components	3,967.7	3,325.3	2,987.8	2,936.3	3,439.5	3,689.0	4,446.2	4,661.5	4,416.7	3,416.5	3,974.3
Petroleum & Coal Products	2,094.9	2,450.3	2,158.3	2,298.7	2,592.3	3,054.3	3,559.6	3,656.5	3,572.0	3,157.7	3,644.8
Fabricated Metal Products, Nesoi	921.5	1,007.3	838.8	885.3	942.6	1,564.0	1,775.7	2,560.8	5,581.5	3,067.8	3,562.8
Plastics & Rubber Products	1,668.8	1,639.2	1,534.4	1,573.8	1,735.9	1,947.3	2,114.7	2,155.8	2,289.4	2,119.3	2,461.7
Primary Metal Manufacturing	2,662.8	2,523.4	2,356.0	2,244.6	2,323.7	2,488.0	2,071.9	2,370.2	2,376.6	2,007.1	2,373.1
Special classification Provisions, Nesoi	1,270.5	1,114.3	1,012.8	1,166.7	1,344.2	1,630.5	1,938.7	2,081.8	2,471.4	1,779.1	2,102.4
Apparel & Accessories	1,128.9	1,119.9	1,114.6	1,041.2	1,047.3	1,236.4	1,282.2	1,281.3	1,436.0	1,453.0	1,616.6
Beverages & Tobacco Products	621.8	660.3	656.4	730.5	929.5	774.8	994.8	1,094.3	1,182.3	1,168.2	1,336.2
Paper	1,090.3	1,066.3	1,051.3	1,068.6	1,148.7	1,079.9	1,097.8	1,115.8	1,160.2	1,053.8	1,081.9
Nonmetallic Mineral Products	740.9	800.4	733.2	540.0	589.9	523.9	589.5	710.8	774.5	701.2	746.0
Textiles & Fabrics	308.8	247.6	216.2	228.2	282.4	333.1	425.2	796.0	623.1	540.9	649.7
Used or Second-hand Merchandise	464.4	553.7	613.8	650.2	728.5	743.6	688.6	672.8	679.6	536.2	628.1
Leather & Allied Products	661.5	667.1	577.8	544.3	550.2	569.7	479.7	566.2	599.3	504.9	585.1
Printed Matter & Related Products	247.1	259.9	213.9	264.4	303.0	333.3	361.1	396.3	472.5	464.8	507.7
Oil & Gas	332.8	273.3	259.8	251.9	275.7	293.5	324.4	373.7	407.0	337.4	456.9
Furniture & Fixtures	473.1	428.7	392.7	402.5	424.5	424.9	467.3	411.5	381.0	307.8	400.2
Wood Products	75.2	53.2	70.8	314.3	145.8	93.2	198.1	270.1	347.0	301.1	348.1
Sea Food	199.4	190.9	177.0	187.8	209.5	236.0	201.5	218.7	209.8	237.9	275.7
Textile Mill Products	149.8	152.9	150.4	156.7	167.2	174.4	188.2	224.3	226.3	223.5	240.9
Newspapers	0.0	0.0	0.0	110.8	318.4	356.5	295.9	218.5	\$163.5	\$177.2	207.8
Minerals & Ores	60.2	46.5	45.7	61.4	48.7	90.9	90.0	118.4	134.9	114.6	181.4
Livestock & Livestock Products	136.8	138.7	115.5	179.9	139.0	140.6	118.2	130.3	160.7	105.6	86.9
Forestry Products, NESOI	33.0	36.0	41.9	45.8	46.9	41.4	35.2	42.9	43.9	50.8	50.9
Goods Returned To Canada	146.1	152.5	90.1	73.2	57.7	10.6	8.5	9.9	12.1	4.1	8.6
Total--All Industries	\$119,640.4	\$106,777.0	\$92,177.5	\$93,906.3	\$110,143.6	\$116,689.9	\$127,770.8	\$134,318.9	\$144,805.7	\$120,142.2	\$143,268.9

Note: NESOI = Not elsewhere specified or included

Source: U.S. Census Bureau, TradeUSAonline

TABLE 37: California Exports by Point of Exit

(Millions of \$, Origin of Movement Series)

Exit Point	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
L.A. International Airport, CA	\$23,795.4	\$21,273.8	\$20,101.9	\$20,197.3	\$23,513.2	\$25,236.8	\$26,562.5	\$27,758.4	\$28,360.6	\$24,007.8	\$27,218.3
S.F. International Airport, CA	35,714.5	28,135.7	19,229.8	16,926.1	20,640.7	21,315.8	25,023.7	24,214.9	21,349.3	16,795.5	22,144.6
Port of Long Beach, CA	5,844.7	5,319.9	5,136.5	6,136.5	6,384.9	6,605.0	7,485.1	9,331.3	11,375.0	8,893.2	11,480.7
Oakland, CA	4,210.4	6,409.1	5,092.6	5,469.2	5,671.6	6,709.7	7,183.2	9,486.0	11,397.8	8,730.4	10,365.0
Port of Los Angeles, CA	6,240.8	5,930.8	5,321.7	6,062.7	6,908.6	5,888.7	6,423.7	7,715.3	8,645.1	8,673.8	10,094.2
Otay Mesa Station, CA	7,996.6	7,967.9	7,933.9	7,632.8	8,385.4	8,489.5	8,693.9	8,935.6	9,779.6	8,606.9	9,340.8
J.F.K. International Airport, NY	2,528.5	2,000.4	1,779.0	1,996.5	2,663.1	3,185.5	3,088.1	3,514.2	4,095.7	3,637.7	4,902.1
New Orleans, LA	4,334.4	3,713.5	3,221.7	3,145.9	3,481.6	2,073.7	2,490.4	3,882.5	4,493.0	3,628.9	4,258.1
Calxico-East, CA	3,203.6	2,798.4	3,185.8	3,256.2	3,756.2	3,949.2	4,296.8	3,885.2	3,728.8	3,105.5	3,553.6
Port Huron, MI	1,317.4	1,356.2	1,449.5	2,040.8	1,936.1	1,965.0	2,095.2	2,795.0	3,296.5	3,029.1	3,227.7
Detroit, MI	2,617.8	1,803.3	1,592.9	1,330.0	2,180.7	3,415.3	3,740.0	3,654.2	3,534.7	2,997.3	3,215.4
Cleveland, OH	3,171.6	2,525.5	2,418.0	2,763.5	3,000.2	3,508.2	3,740.8	3,717.5	3,668.6	2,929.5	3,204.4
Houston, TX	662.3	926.4	1,185.7	1,436.0	1,771.3	2,179.5	2,523.4	2,665.1	3,589.4	2,876.8	2,586.5
Miami International Airport, FL	1,417.8	1,347.9	1,278.5	1,429.9	1,721.7	1,984.8	2,310.5	2,524.5	2,937.9	2,456.4	2,475.0
Blaine, WA	1,672.9	1,569.8	1,421.4	1,368.2	1,741.9	1,868.0	2,357.2	1,879.6	2,398.9	1,917.5	2,438.1
Laredo, TX	935.3	864.4	664.9	702.6	830.3	1,133.0	1,191.0	1,612.1	2,185.7	1,786.4	2,255.3
Buffalo-Niagara Falls, NY	611.4	711.0	559.8	571.8	614.6	1,681.7	2,160.3	1,704.2	1,381.3	1,159.1	1,489.4
Sweetgrass, MN	544.6	534.8	623.1	576.7	638.6	748.2	881.2	1,150.2	1,230.3	1,075.5	1,207.9
Anchorage, AK	1,595.8	1,252.3	936.3	1,169.1	999.6	1,058.2	1,049.6	1,086.1	1,248.0	927.4	1,123.8
Port of San Francisco, CA	237.7	208.2	124.7	83.4	303.4	712.6	821.4	897.7	1,600.3	831.8	1,081.5
Santa Teresa, NM	493.7	415.3	411.6	992.4	1,503.6	1,214.5	840.4	930.4	926.8	821.2	1,028.0
Port of Richmond, CA	266.4	294.4	256.2	221.0	269.9	399.9	398.0	430.9	507.5	636.8	838.8
Chicago, IL	191.2	266.9	271.6	259.8	345.8	452.2	584.8	619.5	904.2	603.1	791.3
Newark, NJ	167.6	151.2	169.0	188.3	78.4	73.2	72.3	176.2	1,163.1	540.7	750.5
New York, NY	209.4	201.2	155.8	174.7	242.0	329.2	410.6	316.0	431.0	470.8	730.3
El Paso, TX	426.6	383.9	444.1	398.0	452.4	518.2	555.3	581.9	524.7	391.8	657.0
Washington, D.C.	144.7	213.4	159.6	94.7	114.2	116.2	174.0	238.0	273.5	383.1	570.7
Port Hueneme, CA	48.0	9.9	2.5	9.3	20.9	29.7	309.5	512.5	504.6	378.5	461.3
Atlanta, GA	489.5	263.8	119.4	115.6	241.9	283.5	368.9	352.6	413.1	314.0	419.6
Tecate, CA	333.8	309.5	214.0	248.4	290.6	293.3	298.9	342.9	350.4	301.5	415.5
Philadelphia, PA	296.4	278.2	264.6	96.5	228.9	222.4	524.0	471.3	305.9	301.3	402.2
San Diego, CA	234.3	68.1	38.0	47.8	34.1	93.3	149.5	106.9	148.6	297.5	376.1
Dallas-Fort Worth, TX	385.2	412.1	403.2	552.6	2,796.0	1,509.0	1,666.7	546.3	286.9	296.7	328.7
Champlain-Rouses Pt., NY	214.3	216.4	338.0	207.6	264.5	249.0	217.3	214.9	265.5	291.1	314.1
Other Points of Exit	7,086.0	6,643.2	5,708.9	6,092.9	5,941.0	7,326.5	7,058.0	5,901.9	7,510.8	6,047.7	7,522.4
Total--All Exit Points	119,640.4	106,777.0	92,214.3	93,994.9	109,967.8	116,818.6	127,746.1	134,151.8	144,813.3	120,142.2	143,268.9

TABLE 38: California Imports by Country of Origin
(Millions of \$; State of Destination Series)

Country	2008	2009	2010
China	\$98,676.5	\$89,251.8	\$113,390.6
Japan	55,435.3	33,605.1	40,698.2
Mexico	33,829.3	29,519.6	32,752.8
Canada	21,477.7	17,206.1	21,625.4
Korea, South	15,524.7	12,204.0	12,109.1
Malaysia	9,291.1	8,785.3	10,615.9
Taiwan	11,107.5	8,059.7	9,849.0
Thailand	8,355.6	7,109.1	7,771.4
Federal Republic of Germany	7,530.6	5,670.4	7,577.0
Saudi Arabia	8,867.9	3,759.7	5,313.9
Ecuador	6,112.6	3,102.0	5,205.3
Iraq	7,915.1	2,986.8	4,601.3
Vietnam	3,311.9	3,282.3	4,065.0
Indonesia	3,846.1	3,303.3	3,882.3
Singapore	2,324.6	2,287.7	3,180.1
United Kingdom	3,259.5	2,679.6	2,819.5
Ireland	2,316.6	1,608.2	2,793.5
India	3,105.1	2,146.7	2,761.3
Brazil	3,983.8	2,167.4	2,641.6
France	2,864.9	2,011.5	2,521.3
Russia	1,085.6	814.1	2,435.9
Philippines	2,850.5	2,131.7	2,250.8
Italy	2,491.3	2,086.0	1,989.2
Switzerland	1,834.4	1,523.5	1,774.2
Israel	2,788.6	3,557.0	1,716.2
Australia	2,469.5	1,455.4	1,457.5
Colombia	2,188.6	1,002.8	1,255.9
Netherlands	1,402.8	1,103.7	1,054.2
Bangladesh	883.8	817.8	960.9
Peru	926.8	690.7	956.7
Hong Kong	1,487.2	788.5	923.2
Costa Rica	623.3	446.9	792.6
Chile	751.4	762.2	775.5
Spain	957.3	618.5	771.4
Austria	1,131.1	655.5	757.7
All Other Countries	\$15,260.0	\$11,214.0	\$11,088.7
Total all Countries	\$348,268.6	\$270,414.5	\$327,135.2

Sources: U.S. Census Bureau, TradeUSAonline

Note: This is a new data series; 2008 is the earliest year available

TABLE 39: California Imports by Product Category

(Millions of \$, State of Destination Series)

Industry	2008	2009	2010
Computer & Electronic Products	\$100,070.6	\$90,223.2	\$107,567.1
Transportation Equipment	62,287.2	38,176.9	49,058.9
Oil & Gas	31,138.8	15,162.8	21,908.1
Misc Manufactured Commodities	21,463.3	16,027.1	19,418.6
Apparel & Accessories	18,293.8	16,009.1	17,682.7
Chemicals	13,339.7	11,864.0	14,035.7
Electrical Equipment, Appliances & Components	10,535.9	9,060.2	11,532.0
Machinery, Except Electrical	13,204.1	10,105.5	10,825.8
Leather & Allied Products	6,883.6	6,632.1	8,749.3
Food & Kindred Products	6,951.8	6,330.5	7,246.7
Plastics & Rubber Products	6,620.3	5,773.0	6,740.5
Fabricated Metal Products, Nesoi	7,412.3	5,444.4	6,421.4
Furniture & Fixtures	5,575.8	4,552.2	5,611.8
Goods Returned (exports For Canada Only)	5,255.8	4,900.7	5,479.5
Petroleum & Coal Products	5,389.6	4,024.3	4,736.8
Agricultural Products	3,729.6	4,037.3	4,599.0
Primary Metal Mfg	6,711.1	3,109.3	4,228.9
Beverages & Tobacco Products	3,386.8	2,950.4	3,250.9
Textile Mill Products	2,782.2	2,481.1	3,186.4
Fish, Fresh/chilled/frozen & Other Marine Products	3,129.4	2,842.1	3,115.4
Nonmetallic Mineral Products	2,861.5	2,142.0	2,592.9
Paper	2,817.8	2,284.8	2,285.5
Special Classification Provisions, Nesoi	2,400.3	1,723.9	1,755.3
Wood Products	2,025.2	1,523.8	1,717.5
Textiles & Fabrics	1,458.7	1,064.9	1,284.8
Printed Matter And Related Products, Nesoi	886.1	683.4	777.9
Waste And Scrap	433.0	269.9	395.2
Livestock & Livestock Products	339.6	338.6	356.3
Used Or Second-hand Merchandise	595.4	318.3	316.3
Minerals & Ores	185.9	268.7	156.5
Forestry Products, Nesoi	94.9	81.5	92.3
Newspapers, Books & Other Published Matter, Nesoi	8.6	8.8	9.0
Total--All Industries	\$348,268.6	\$270,414.5	\$327,135.2

Note: NESOI = Not elsewhere specified or included

Note: This is a new data series; 2008 is the earliest year available

Source: U.S. Census Bureau, TradeUSAonline