



11TH ANNUAL

# INTERNATIONAL TRADE OUTLOOK

2016-2017

**LAEDC**

**LOS ANGELES COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION



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ECONOMIC DEVELOPMENT CORPORATION

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# EXECUTIVE SUMMARY

2015 was a year buffeted by a number of challenges across the global economy, including the slowdown and rebalancing of the Chinese economy, falling commodity prices, geopolitical crises and the appreciation of the U.S. dollar. These events impacted both consumer and business confidence, domestically and abroad, and altered trading patterns.

Although global merchandise trade continues to grow, 2015 was the fourth consecutive year of annual growth rates below 3 percent. While this is still positive, it remains far below pre-recession growth rates.

The World Trade Organization forecasts global trade to continue its moderate growth rate at 2.8 percent in 2016, with a potential pick up in 2017 to 3.6 percent.

In the United States, the economy expanded moderately in 2015, with gross domestic product (GDP) growing by 2.4 percent.

Supported by lackluster but consistent employment growth and increasing personal consumption expenditures, the economic is forecasted to grow by 2.1 percent in 2016 and by 2.8 percent in 2017.

However, the appreciation of the dollar has made exports less competitive and imports relatively less expensive. While the trade balance has experienced some fluctuation, U.S. total trade (the combined value of exported goods and imported goods) has steadily increased on a year-over-year basis since the Great Recession.

Containerized imports are forecast to grow by 5.3 percent in 2016, reaching 20.8 million TEUs, while exports are expected to decline by 1.5 percent due to the weakness of many Asian trading partners.

California, the largest state in the country in terms of gross state product (GSP), has seen its economic growth outpace that of the nation and is expected to continue to grow faster than the nation through 2018.

Total trade for the state is forecast to follow the sluggish growth as the nation and is expected to decrease by 0.4 percent this year before rebounding in 2017.

International trade is a significant component of the state's economy. As the largest customs district in the nation, the Los Angeles Customs District (LACD) serves as an important conduit of international trade with the rest of the United States, primarily due to trade with the Asia-Pacific region.

Overall total trade through the LACD was \$393.8 billion in 2015, a decline of 5.7 percent over 2014. This was due to a decline in total trade with several of the district's top trading partners, including the top four of China, Japan, South Korea and Taiwan.

China, the largest trading partner of the United States and of the Los Angeles Customs District, accounted for more than 40 percent of total trade with the LACD, reaching \$149.0 billion. This was a decline of 4.5 percent over 2014, as both exports and imports fell. Japan was the second-largest trading partner with the LACD in 2015, with total trade of \$38.4 billion, a decline of 4.6 percent over 2014.

In 2015, the volume of trade handled through the San Pedro ports grew by 1.3 percent over 2014. The Port of Los Angeles handled 8.2 million TEUs (loaded and unloaded), a decline of 1.2 percent from 2014, while the Port of Long Beach handled 7.2 million TEUs, an increase of 5.9 percent over 2014.

Container traffic through the San Pedro ports is forecast to grow by 5 percent in 2016 and by more than 6 percent in 2017.

While the trend has been a general slowdown in global trade, Southern California remains geographically favored as the primary gateway to the growing economies of Asia. It remains to be seen whether threats of trade diversion to other west costs ports—or to east coast ports through the expanded Panama Canal—will materialize.



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# ECONOMIC OVERVIEW AND OUTLOOK

Among the primary influences of global trade patterns, economic conditions of trading partners govern both demand and supply of goods and services. Nations experiencing robust growth and rising incomes will be eager consumers of global products, and will be willing to ship their goods to buyers elsewhere in exchange for these imports. Nations facing less optimistic growth may be more restrained in their trade activity. This section provides an overview of broad economic conditions around the world.

## ECONOMIC OVERVIEW AND OUTLOOK

## THE WORLD ECONOMY

In 2015, there were a number of developments that affected the health of the global economy, including the slowdown and rebalancing of the Chinese economy, lower commodity prices, geopolitical concerns, and the appreciation of the U.S. dollar. The combined weight of these developments contributed to a slowing of global growth from 2.6 percent in 2014 to 2.4 percent in 2015.

Developing countries, which accounted for 70 percent of global growth, saw a drop in economic growth from 4.9 percent in 2014 to 4.3 percent in 2015, while the economies of commodity exporters (mainly in Latin America and Sub-Saharan Africa) stagnated. Brazil and

Russia were under strain for a variety of reasons in 2015, including low commodity prices, a reduction in trade and a decline in capital inflows. Achieving significant growth last year, India and most of South Asia were the exceptions within this group of nations.

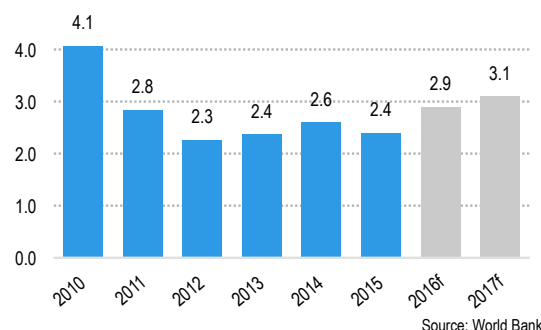
High income economies such as the United States fared better than developing nations in 2015, primarily due to stronger domestic demand that resulted from improvements in the labor and credit markets.

Overall, the World Bank estimates that global growth will increase to 2.9 percent in 2016 and 3.1 percent in 2017-18.

In 2015, the U.S. dollar strengthened considerably against the world's other major currencies. The dollar's appreciation stood in contrast to depreciations of the euro, the British pound, the Japanese yen and the Chinese renminbi.

Continuing concerns about growth prospects in China have generated considerable volatility in financial markets and further contributed to the depreciation of several currencies against the dollar, prompting many nations to intervene in the currency markets to arrest further declines of the currencies. Meanwhile, declining oil prices have exerted downward pressure on both the Mexican peso and Canadian dollar.

**EXHIBIT 1-1**  
**Global Real GDP Growth**



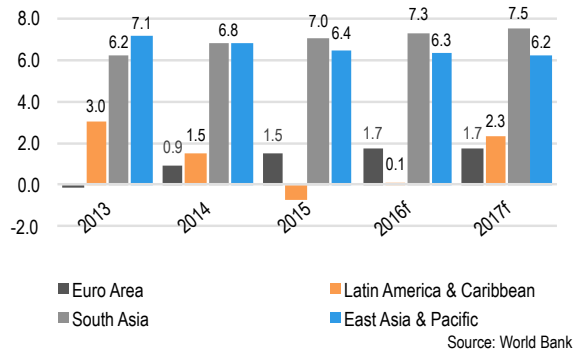
## EUROPE

As a whole, the Eurozone grew by 1.5 percent in 2015 and is anticipated to grow by 1.7 percent in 2016 and 2017. Geopolitical events, including the refugee crisis and continuing concern about the Greek economy, will weigh on growth prospects.

Of Eurozone nations, France and Italy slowed in 2015 to 1.1 percent and 0.8 percent, respectively, and only slightly higher growth is anticipated in the next few years. The United Kingdom fared better at 2.2 percent last year and is forecast to grow by 1.9 percent in 2016 and 2.2 percent in 2017. The German economy expanded by 1.5 percent last year, and is expected to grow by 1.7 percent this year and next.

### EXHIBIT 1-2

Real GDP Growth By Region



## SOUTH ASIA

South Asia has enjoyed high rates of economic growth for some time. Based on strong consumption and investment activity, the World Bank projects regional growth to increase from seven percent in 2015 to 7.5 percent by 2017-18.

Countries in the region have relatively low trade exposure to slowing demand from emerging economies and benefit from low oil prices as being net importers of oil. India in particular remains resilient in the face of changing trends in trade, with 7.5 percent growth in 2015 projected to increase to 7.9 percent in 2017-18.

## EAST ASIA AND PACIFIC

The East Asia and Pacific region continues to be one of the strongest drivers of global economic growth. Even so, growth slowed to 6.4 percent in 2015 and is projected to edge down to 6.3 percent in 2016-18.

As China's role in the international economy has expanded over the past decade, so too has its influence on the economies of both its regional neighbors and trading partners elsewhere in the world. The slowing of China's economy in 2015 had a significant impact on those nations that rely on China to absorb much of their exports.

Still, there is considerable heterogeneity among countries' growth prospects. Indonesia and Malaysia are projected to grow moderately in 2016 and 2017; the Philippines will see increased growth due to low commodity prices and robust exports; growth in Singapore is expected to diminish in part due to lower trade volumes; and Thailand, suffering from high household debt and hence low private investment will experience only weak growth over the next few years.

## THE AMERICAS

The Americas consist of economies in South America, Central America, the Caribbean, Canada and Mexico. As a whole, the region (excluding Canada) is projected to contract by one percent in 2016 despite positive growth in most countries in the region. This slowdown in growth is due a number of factors including low commodity prices, declining demand, and political troubles in some of the region's largest economies (such as, for example, Venezuela).

Among the sub-regions, South America is the most dependent on global commodity markets, making it highly vulnerable to disruptions in commodity prices. Central America and the Caribbean, on the other hand, are less commodity-dependent and have closer economic ties to the U.S. economy. The U.S. remains the most important economic partner for Central America, accounting for the vast majority of regional trade and financial flows, aided by the U.S.-Central America Free Trade Agreement (CAFTA-DR).

Mexico, like its Central American neighbors, benefits from close ties with the U.S. through the North American Free Trade Agreement (NAFTA). The Mexican economy expanded by 2.3 percent in 2015 and is projected to maintain a similar rate of growth in 2016.

In Canada, the economy is expected to recover from its slowdown in 2016 and reach a growth rate 2.3 percent in 2017. The recent slowdown in Canada was associated with falling energy prices that will likely be offset by increases in non-energy exports and business investment this year.

## ECONOMIC OVERVIEW AND OUTLOOK

# UNITED STATES

The U.S. economy continues to expand at a moderate but stable pace, with gross domestic product (GDP) growing by 2.4 percent in 2015. Buoyed by personal consumption expenditures, improvements in the housing market and a revival of business investment, the economy is forecast to grow by 2.1 percent in 2016 and by 2.8 percent in 2017.

Employment gains and moderate (but stable) wage growth, combined with lower energy prices and subdued inflation, have led to an increase in real disposable income for American households, supporting both higher saving rates and increases in consumer spending.

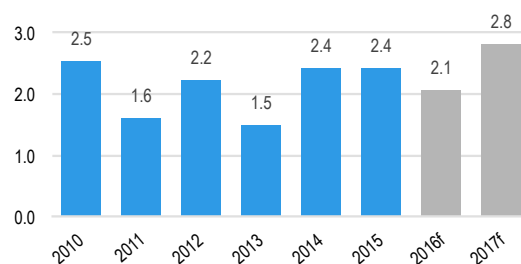
Although U.S. companies are hiring, business spending declined in the final quarter of 2015 and the first quarter of 2016. However, if headwinds from the energy sector and the strong dollar dissipate early in the third quarter as anticipated, business spending on equipment and structures should rebound.

Trade has been a weight on GDP growth in five of the last six quarters and will continue to be a negative influence on growth rates. The real goods trade deficit has been widening since the second half of 2014 given the stronger dollar and weak global demand.

The appreciation of the dollar impacted the domestic economy by making exports less competitive and

### EXHIBIT 1-3

Real GDP Growth - USA



Source: BEA; Forecasts by LAEDC

diminishing profits for U.S. firms with high foreign sales, while at the same time reducing the cost of imported consumer goods and production inputs for other U.S. firms. More recently, however, the dollar has begun to depreciate against a broad basket of currencies. The expectation is for a slight strengthening again later this year as monetary policy assumes a more normal stance.

Still, the U.S. economy is outperforming many of its trading partners, and, apart from a decline of almost 12 percent in 2009 following the 2008 financial crisis, U.S. total trade has steadily increased on a year-over-year basis for the last ten years.

## CALIFORNIA

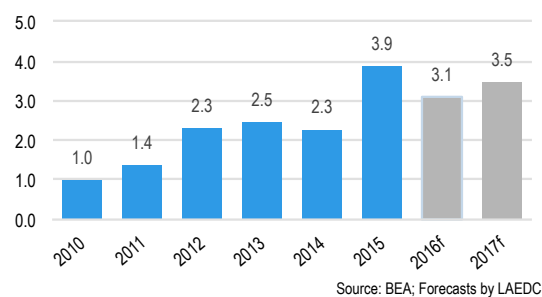
California has enjoyed a relatively brisk pace of economic growth in recent years. The state's gross product expanded by 3.9 percent in 2015 and is expected to outpace the national growth rate through 2018. The unemployment rate averaged 6.2 percent last year and is expected to decline further in 2016. With additional improvements anticipated for the state's labor market, personal income and consumer spending are also on the rise.

California has also made significant headway in setting its fiscal house in order. The state's finances have stabilized and, after years of deficits, the General Fund is expected to end the current fiscal year with a cash surplus for the third consecutive year.

In addition to technology, tourism, healthcare and agriculture, international trade is a significant part of California's economy. The state's extensive transportation and distribution infrastructure (largely concentrated in Southern California) is a vital link in the nation's trade network. California is the second largest goods-exporting state in the country and is a major exporter of services to the rest of the world, including film and music royalties, management and consulting services, entertainment and information technologies.

### EXHIBIT 1-4

Real GDP Growth - California



While California is subject to the same sluggish global growth and strong dollar that have affected the national trade picture, labor disputes and port congestion were additional factors contributing to last year's decline in total trade. With expectations for another year of subdued global growth, total trade in California is expected to edge down this year by 0.4 percent before rebounding in 2017.

## ECONOMIC OVERVIEW AND OUTLOOK

# INTERNATIONAL TRADE OUTLOOK

Globalization and the emergence of economies around the world have resulted in increasingly higher rates of growth in international trade. The period prior to the Great Recession saw annual average growth rates of approximately 7 percent.

Since then, however, global trade has seen a slowdown in growth, with rates of less than 3 percent per year in the last three years.

The slowdown in trade growth has been attributed to generally lackluster demand across nations, which is expected continue in many parts of the world. In 2015,

world trade volumes grew by 2.8 percent, and the World Trade Organization (WTO) projects that this growth rate will remain through 2016, with a moderate pick-up occurring in 2017.

According to IHS Maritime & Trade, U.S. containerized imports are expected to grow 5.3 percent in 2016 with a throughput of 20.8 million TEUs. This is predicated on expectations that the domestic economy will remain relatively buoyant. Exports, however, are expected to fall 1.5 percent due to the weakness of the economies of several Asian trading partners.

ECONOMIC OVERVIEW AND OUTLOOK

# U.S. PORTS

The United States engages in trade with nations across the globe. Both inland ports and coastal ports participate in this trade, and their geographic location often determines their relative activity. For example, the rise of economies

in Asia and their manufacturing prowess have influenced trade patterns to favor trade with Asia and away from Europe, enhancing the relevance of ports on the west coast of the United States.

## TRADE VALUES

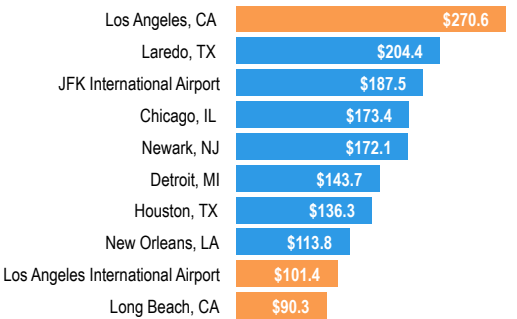
International trade value, the value of the goods being traded, can be complicated by relative prices and exchange rates. It is common to value trade in U.S. dollars for consistency, but the reader is cautioned to note that while a comparison of values at a certain point in time across ports may be a valid metric, the consideration of values over time, if in U.S. dollars, encapsulates a number of factors, including exchange rates and currency movements, the composition of trade in terms of the types of commodities being imported and exported, the volume of trade of each commodity and the change in commodity values over time

Given these considerations, in terms of the value of trade as measured in U.S. dollars, the Port of Los Angeles (CA) ranks first in the nation with total trade of \$270.6 billion, followed by Laredo (TX) with \$204.4 billion and JFK International Airport (NY) with \$187.5 billion. Los Angeles International Airport (CA) ranks ninth with a total trade value of \$101.4 billion. The Port of Long Beach rounds out

the top ten of U.S. ports in terms of total trade value in 2015 with \$90.3 billion.

A list of the top 50 ports in the United States by total trade values is presented in Exhibit A-1 in the Appendix.

**EXHIBIT 1-5**  
**Major Ports in the U.S. 2015 Value of Total trade**  
(\$billions)



Source: U.S. Census Bureau, USA Trade Online, port-level data  
Includes general imports (cargo unloaded)

## EUROPE

The top five seaports in the country (Los Angeles, New York, Long Beach, Savannah and Houston) together have averaged more than two-thirds of all maritime trade in the country by volume. Despite fluctuations in trade, the share of trade by volume remains relatively unaffected for major seaports in the country.

The Port of Los Angeles has consistently been the largest seaport in the country by total trade volume (measured in tonnage), averaging about 17.2 percent of total throughput, although its share fell to 14.7 percent in 2015. Long Beach ceded its title as the second largest seaport in the country by volume in 2009, and the two ports have been alternating between second and third place since then.

The Port of Long Beach has averaged 16.1 percent of the national share of trade by volume since 2005, and has more recently been increasing its share as a result of increased infrastructural investments.

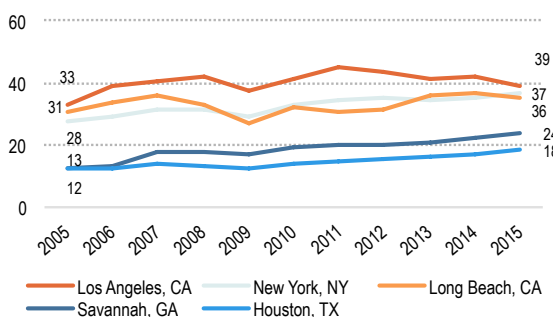
Trade volumes by tonnage include all types of waterborne cargo, but a substantial amount of waterborne trade is done via container. A common measurement used in trade is the twenty-foot equivalent unit (TEU), a measure of the capacity of a port or a ship to handle such containers. As such, the capability of ports to handle volumes of TEUs is commonly compared.

Four of the top five ports for overall trade volume by tonnage are also in the top five ports measured by TEUs. However, Houston, with its significant trade in petroleum products (which are not containerized), is not among the top five ports measured by TEUs. Instead, Norfolk, with almost 2 million TEUs, takes its place in the top five.

As with trade by volume, the share of total container traffic

### EXHIBIT 1-6

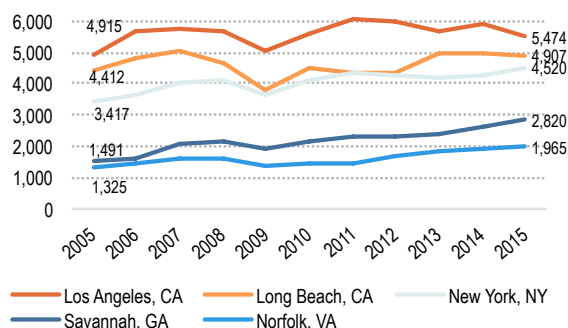
**Top U.S. Seaports by Volume (Tonnage)**  
(million metric tons)



Source: U.S. Maritime Administration

### EXHIBIT 1-7

**Top U.S. Seaports by Volume (TEUs)**  
(thousands of TEUs)



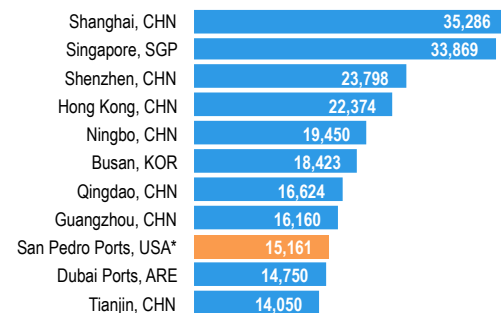
Source: U.S. Maritime Administration

for the five largest ports in the country averaged 61.6 percent of U.S. trade over the last ten years.

Over the last ten years, the Port of Los Angeles has maintained its position as the number one port in container traffic, averaging about 5.6 million TEUs or 21.5 percent of all TEUs handled in the U.S. The Port of Long Beach has been steadily increasing its share of containerized trade since the recession and is currently the second largest port in terms of containerized trade volumes.

### EXHIBIT 1-8

**World Seaport Ranking by Volume in 2014**  
(thousands of TEUs)



\* San Pedro Ports include POLA and POLB  
Source: AAPA

While the Port of Los Angeles and the Port of Long Beach individually are the two largest trade centers in the nation, in terms of global ranking, combined (as the "San Pedro ports") they ranked ninth in 2014 (the most recent year for which global port volume data is available), moving 15.2 million TEUs, less than half of the containers moved by Singapore or Shanghai.



WEST COAST SEAPORTS

Given the volume of trade between the United States and Asia, the West Coast ports seem to be in an advantageous geographic position to benefit from this traffic.

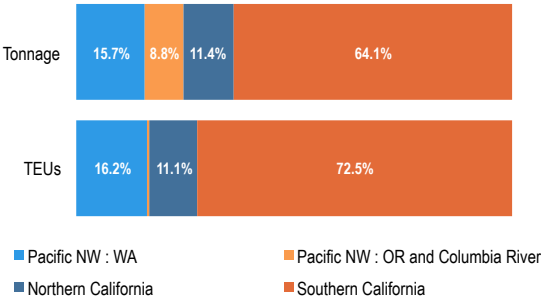
The ports of Southern California, in particular, account for most of this trade. In 2015, in terms of both tonnage and TEUs, more than 64 percent of West Coast volumes measured by tonnage and 72.5 percent of West Coast volumes measured by TEUs were handled by Southern California ports. The Pacific Northwest ports of Oregon and the Columbia River handle little containerized cargo, but accounted for 8.8 percent of West Coast tonnage.

Of Southern California ports, which include the ports of

Port Hueneme, Los Angeles, Long Beach and San Diego, Los Angeles and Long Beach dominate, accounting for 94.8 percent of all revenue tonnage in 2015.

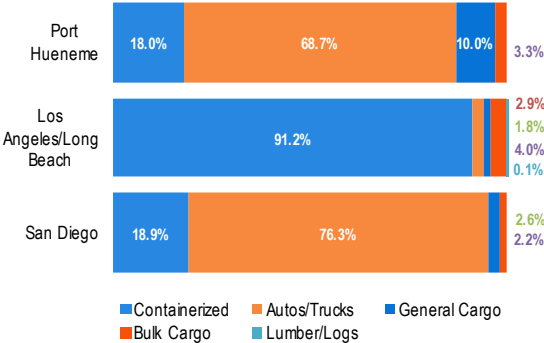
The types of cargo handled at the three Southern California ports (counting Los Angeles and Long Beach as a combined port complex) differ substantially. More than 91 percent of cargo handled at the San Pedro ports is containerized, and 4 percent is bulk cargo (most of which is crude oil). The majority of cargo handled by both Port Hueneme and San Diego is wheeled cargo, such as cars, trucks and trailers (68.7 percent and 76.3 percent, respectively), with less than twenty percent being containerized.

EXHIBIT 1-9  
West Coast Seaport Volume 2015



Source: PMA

EXHIBIT 1-10  
Port Tonnage by Type 2015



Source: PMA

## ECONOMIC OVERVIEW AND OUTLOOK

# THE THREAT OF TRADE DIVERSION

Carriers continually seek the most competitive and efficient route to travel to deliver contracted goods around the globe. Recent consolidation among carriers and advances in ship-building capabilities has led to ever larger ships crossing the oceans, while improved rail technologies are enabling

efficient land transfer of goods. Ports across the globe are investing in their own infrastructure to accommodate the changing nature of the vessels deployed by their clients, and pursuing operational efficiencies to reduce costs and increase throughput to gain competitive advantages.

## PANAMA CANAL EXPANSION

The Panama Canal is a critical link for ocean carriers moving goods between Asia and the Americas. The expansion of the Panama Canal is a \$5.3 billion project designed to increase the capacity of the canal such that it will be able to handle large vessels whose use of the canal has been thus far restricted by its original dimensions. The expansion, set for completion in 2017, will include deeper and wider entrances, as well as two new post-Panamax (as large container ships are known) lock complexes to create a third lane of traffic for bigger ships.

The expansion of the Canal carries with it the possibility of lower transportation costs for moving goods from Asia to Gulf and East Coast ports, thus shifting the balance of cargo flows between East and West Coast ports.

According to the U.S. Department of Transportation Maritime Administration (MARAD), the expansion of the Canal and the ever increasing capacity of container ships will increase the number of containers that must be handled when one of these mega ships calls at a port.

In addition to deepening shipping channels to accommodate these larger vessels, ports will need to increase dockside container handling capacity, storage and the speed with which containers are transported to inland sorting facilities or their final destination.

Many East Coast and Gulf ports are scrambling to make infrastructure improvements. According to the American Association of Port Authorities, the Canal expansion has fueled investment by ports and their private sector partners of over \$9 billion a year to accommodate larger the vessels that may now transit the Canal. Meanwhile, the Ports of Los Angeles and Long Beach have already invested billions of dollars in projects to expand capacity and processing speed in an effort to maintain their competitiveness.

Still, with capacities exceeding 14,000 TEUs, next generation container ships are already too large for the expanded Panama Canal—and for many other U.S. ports as well.

## NON-U.S. WEST COAST COMPETITION

In addition to the threat of cargo shifting to the East Coast, other West Coast ports in North America also have the potential to take market share from the Ports of Los Angeles and Long Beach. Lazaro Cardenas is a Mexican deep water port that is constructing a new super terminal project that is scheduled to be completed this year. Rail linkages to the United States are provided by Kansas City Southern.

To the north, the Canadian government and railways have expanded the Port of Prince Rupert in British Columbia with

the intention of competing directly with U.S. west coast ports. Prince Rupert also has a geographical advantage due to the curvature of the earth – it is more than 68 hours closer to Shanghai by boat than Los Angeles (according to its port authority). Moreover, the Canadian National Railway has links that extend across Canada to Chicago and connecting through to New Orleans. According to the Federal Maritime Commission, approximately 87 percent of containers handled at Prince Rupert were carried by rail to the U.S.

## ECONOMIC OVERVIEW AND OUTLOOK

## U.S. CUSTOMS DISTRICTS

There are 47 customs districts across the United States, each of which encompasses a number of ports. Three of these do not have a physical location but are identified for statistical purposes.

The top 20 U.S. customs districts are responsible for almost 85 percent of total U.S. total trade with the rest of the world, handling in the aggregate \$3.2 trillion worth of trade in 2015.

The Los Angeles Customs District (LACD), whose largest ports include the seaports of Los Angeles, Long Beach and Hueneme, and the airports of Los Angeles International Airport (LAX) and McCarran International Airport (referred to as Las Vegas port), is the largest customs district in the nation based on the value of trade. The LACD has held this distinction consistently over the last decade, with the exception of 2011, when the value of total trade at the New York City customs district edged slightly above that of Los Angeles.

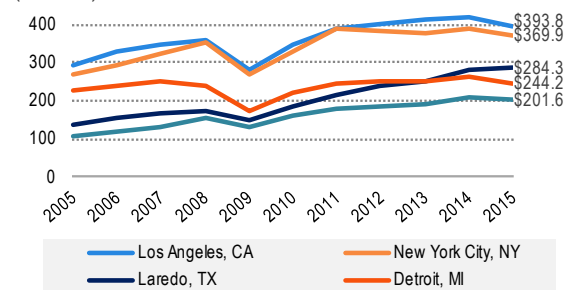
Exhibit A-2 in the Appendix provides a ten-year history of the top ten customs districts in the U.S.

## EXHIBIT 1-11

## Top 5 U.S. Customs Districts in 2015

## Total trade Values

(\$billions)



Source: U.S. Census Bureau, USA Trade Online, district-level data  
Includes general imports (cargo unloaded in each CD)

## BALANCE OF TRADE

At the national level, a trade surplus adds to GDP while a trade deficit reduces it. At a port level, or a customs district level, however, trade balances have less meaning and are more likely to speak to the port's geographic relevance or the nature of the commodities it handles.

For example, the Los Angeles customs district holds the largest trade deficit of all customs districts in the U.S. because of its key role as the processor of imports of products from Asia into the nation. The Los Angeles region as a whole is not the major consumer of these products; rather they are distributed across the United States. The Chicago customs district plays a similar role in being a major trade hub through the mid-west and Eastern seaboard from imports from Asia and the west.

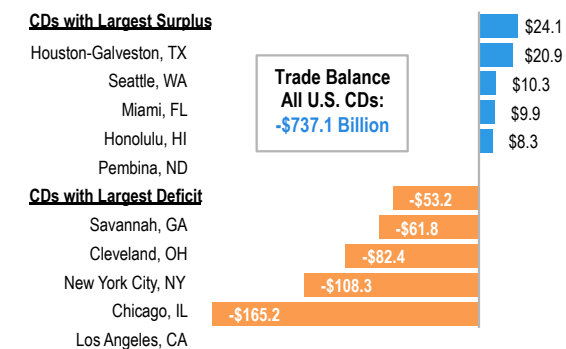
Similarly, the customs districts of New Orleans and Houston have large trade surpluses due to their role as major petroleum products exporters. This is a consequence of their geographic specialty and is not indicative of their particular contribution to the national trade deficit or surplus.

Trade values for all customs districts in the United States are provided in Exhibit A-3 in the Appendix.

## EXHIBIT 1-12

## Balance of Trade in U.S. Customs Districts 2015

(\$billions)



Source: U.S. Census Bureau, USA Trade Online, district-level data  
Includes general imports

# LOS ANGELES CUSTOMS DISTRICT

International trade is a major component of the economy in the Los Angeles region. The Los Angeles Customs District (LACD), located on the western coast of the United States, serves as a gateway for international trade for all parts of the world, but especially so for nations in the Pacific Rim. Eight out of ten of the LACD's top trade partners in 2015 were located in the Asia-Pacific. With the composition of the LACD's trade so highly concentrated, developments in China and the Asia-Pacific have a direct impact on trade through the district.

## LOS ANGELES CUSTOMS DISTRICT

# DISTRICT LEVEL ACTIVITY

The value of total trade moving through the LACD in 2015 represented 10.5 percent of U.S. total trade. Following international and national trends, the district also saw a decrease in total trade in 2015, falling from \$417.7 billion in 2014 to \$393.8 billion in 2015, a 5.7 percent decline.

The total value of exports through the district was \$114.3 billion in 2015, a 10.8 percent drop in value from 2014. The value of general imports, which includes the value of all cargo unloaded in the LACD, also fell from the previous year. Imported goods were valued at \$279.5 billion in 2015, a fall of 3.5 percent from 2014.

In terms of trade volume, 135.9 billion tons of cargo was moved through the LACD in 2015, with the volume of imports more than twice that of exports.

Exhibit 2-2 shows the distribution of the volume of trade

in 2015 in the LACD by air, containerized vessel and other waterborne vessel.

Total container traffic has grown significantly at the LACD's two largest seaports, with TEU throughput in 2015 being one and a half times that in 2000, an average annual growth rate of 3.6 percent. Over the past decade, the number of TEUs handled has increased by 8.2 percent, from 14.2 million TEUs in 2005 to 15.4 million TEUs in 2015. Trade volumes in terms of TEUs fell significantly during the Great Recession and have not yet recovered from their peak in 2006.

## DISTRICT LEVEL ACTIVITY

The value of total trade moving through the LACD in 2015 represented 10.5 percent of U.S. total trade. Following international and national trends, the district also saw a decrease in total trade in 2015, falling from \$417.7 billion in 2014 to \$393.8 billion in 2015, a 5.7 percent decline.

The total value of exports through the district was \$114.3 billion in 2015, a 10.8 percent drop in value from 2014. The value of general imports, which includes the value of all cargo unloaded in the LACD, also fell from the previous year. Imported goods were valued at \$279.5 billion in 2015, a fall of 3.5 percent from 2014.

In terms of trade volume, 135.9 billion tons of cargo was moved through the LACD in 2015, with the volume of imports more than twice that of exports.

Exhibit 2-2 shows the distribution of the volume of trade in 2015 in the LACD by air, containerized vessel and other waterborne vessel.

Total container traffic has grown significantly at the LACD's two largest seaports, with TEU throughput in 2015 being one and a half times that in 2000, an average annual growth rate of 3.6 percent. Over the past decade, the number of TEUs handled has increased by 8.2 percent, from 14.2 million TEUs in 2005 to 15.4 million TEUs in 2015. Trade volumes in terms of TEUs fell significantly during the Great Recession and have not yet recovered from their peak in 2006.

The Port of Hueneme is a relatively small seaport that deals in goods that can be easily loaded and unloaded

### EXHIBIT 2-1

Trade Value and Volume through the LACD 2015

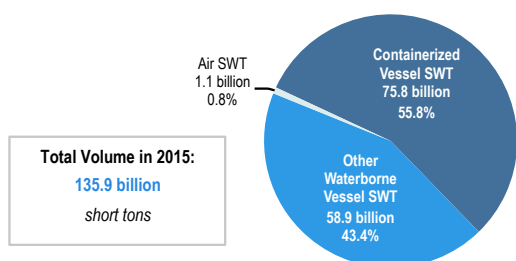
Value (\$billions)	2015	2014	Y-Y % Chg	% Share of US
Total trade value	\$393.8	\$417.8	-5.7%	10.5%
Total export value	\$114.3	\$128.1	-10.8%	7.6%
Total value of general imports	\$279.5	\$289.6	-3.5%	12.5%
Trade Balance	\$-165.2	\$-161.5	2.3%	5.6%

Volume (billions of short tons)	2015	% Share of US
Total trade volume	\$135.9	9.7%
Export volume	\$3.7	6.6%
Import volume	\$92.2	12.4%

### EXHIBIT 2-2

LACD Total Trade Volume in 2015  
Shipping Weight (SWT), billions of short tons

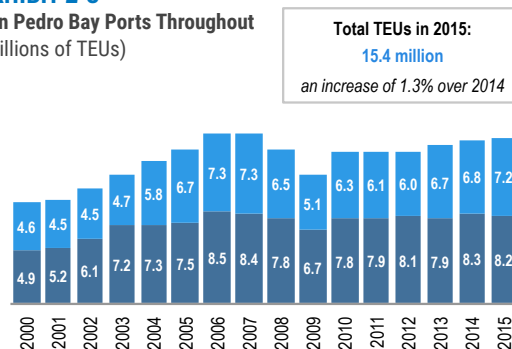


Source: U.S. Census Bureau, USA Trade Online, port-level data

(such as, for example, fresh produce), and other niche markets that include automobiles, fertilizer and high and heavy types of cargo (cargo with unusual height and weight requirements). Containerized trade is less

### EXHIBIT 2-3

San Pedro Bay Ports Throughput  
(millions of TEUs)



Sources: POLA and POLB

prominent here than the other seaports in the LACD (POLA and POLB); the Port of Hueneme moved less than one million TEUs in 2015.

## LOS ANGELES CUSTOMS DISTRICT

# LACD TRADE OUTLOOK

Trade flows in the LACD are dependent upon what occurs in the larger U.S. economy and abroad. As discussed above, forecasts for real GDP growth in the U.S. are moderate, while the global economy still faces continuing challenges. The stronger value of the dollar will negatively impact export growth, but demand for imported goods should remain robust as long as domestic job growth and disposable income perform as expected and result in increased levels of consumption. Expectations are that TEU

throughput performance will remain relatively stable as a result.

According to IHS Maritime & Trade, total container traffic at the Los Angeles and Long Beach ports is expected to grow by approximately five percent in 2016 and by more than six percent in 2017. These projections are based on a relatively healthy domestic economy continuing into the next few years.

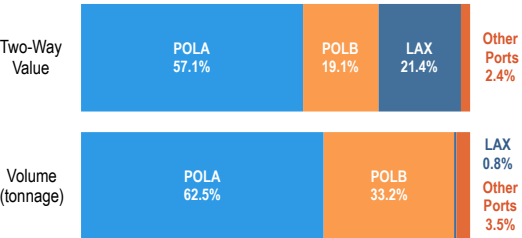
LOS ANGELES CUSTOMS DISTRICT

LACD PORT TRAFFIC

As noted above, the LACD is comprised of a number of ports, the largest of which include the seaports of Los Angeles and Long Beach. Other ports in the district are Port Hueneme in Ventura County, Los Angeles International Airport and Las Vegas (McCarran International Airport). Additionally, there are several smaller points of entry and exit in the district.

Ports in LACD with the largest 2015 total trade values were the Port of Los Angeles (\$270.6 billion), LAX (\$101.4 billion), and the Port of Long Beach (\$90.3 billion). These three ports also rank as top three in total value of both exports and imports. Together they accounted for 97.6 percent of the total value of trade in the district in 2015, with 98.7 percent and 97.1 percent of the value of exports

EXHIBIT 2-4  
Distribution of Trade in LACD by Port 2015



Source: U.S. Census Bureau, USA Trade Online, port-level data

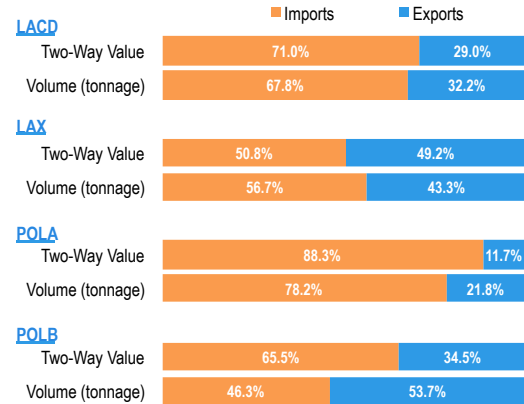
At the district level, imports outpace exports by more than 2 to 1 in terms of both value and volume. This imbalance is even more pronounced in the Port of Los Angeles, where imports are eight times exports in terms of value and four times in terms of volume. Export values through Los

and imports respectively.

In terms of trade volume, these three ports accounted for 96.5 percent of LACD total tonnage throughput. The San Pedro Bay ports combined accounted for 40 percent of all containerized cargo in the U.S.

The distribution of trade activity in 2015 at LAX and the ports of Los Angeles and Long Beach in terms of exports and imports is shown in Exhibit 2-5.

EXHIBIT 2-5  
Import/Export Distribution of Total trade 2015



Source: U.S. Census Bureau, USA Trade Online, port-level data

Angeles International Airport, on the other hand, are almost evenly matched by import values. Similarly, export volumes and imports volumes are almost balanced through the Port of Long Beach, although import values are 90 percent higher than export values.



## VALUES AND VOLUMES OF EXPORTS AND IMPORTS

Total export value at LAX, the Port of Los Angeles and the Port of Long Beach in 2015 were \$49.9 billion, \$31.7 billion and \$31.2 billion respectively.

While the value of exports are similar at both seaports (about \$31 billion), the Port of Long Beach has a higher export trade volume. This implies that a larger quantity of goods with a comparatively lower value depart out of Long Beach. On a value per ton basis, exports out of Long Beach are \$1,290 per ton compared to \$1,710 per ton out of Los Angeles.

These values per ton of exports are dwarfed by exports leaving Los Angeles International Airport, where volumes account for approximately one percent of the district's export volumes but 43.6 percent of export values. On average, exports through LAX are valued at \$105,820 per ton, more than one hundred times the value per volume out of the ports.

The main commodities shipped out of LAX in 2015 included goods such as computers and their components, electrical machinery (such as sound and television equipment), precious stones and metals, aerospace related goods and delicate instruments (optic, photographic, medical and surgical). Top exports through the ports of Los Angeles and Long Beach include industrial machinery (including computers and parts), plastic goods, vehicles and parts, food products, waste and scrap from the food industry and wood/paper; and chemical products.

In terms of imports, Los Angeles, Long Beach and LAX handled imports valued at \$238.9 million, \$59.1 million, and \$51.5 million, respectively, in 2015.

As with export, while the seaports of San Pedro Bay accounted for the lion's share of the district's overall import volume (accounting for 94.7 percent of LACD import values), the value per ton of imports are \$3,600 and the Port of Los Angeles and \$2,830 per ton at the Port of Long Beach. In comparison, the value per ton of imports arriving through LAX is \$83,480 per ton.

The main commodities imported through LAX in 2015 included computers, electronics, precious stones and metals, delicate instruments (optic, photographic, medical and surgical), pharmaceutical products and works of art

or collectors' items. Top imports through the ports of Los Angeles and Long Beach include electronics, industrial machinery (including computers and parts), apparel, furniture and toys and games, plastic goods, vehicles and parts, food products, waste and scrap from the food industry and wood/paper; and chemical products.

The differential between the value per ton of both exports and imports handled by the airport implies that the time saved by shipping via air outweighs the higher transportation costs of this mode.

It is also notable that the value per ton of exports through the ports of Los Angeles and Long Beach are lower than the value per ton of imported goods, whereas the reverse holds for the airport.

### EXHIBIT 2-6

#### LACD - Top Ports by Value and Volume 2015

LACD Ports Exports	Total Value (\$millions)	Total Volume (000 tons)	\$000 per ton
LAX	\$49,874.7	471.3	\$105.82
Los Angeles	\$31,725.1	18,526.2	\$1.71
Long Beach	\$31,193.4	24,177.8	\$1.29
Port Hueneme	\$963.4	-	-
Las Vegas	\$293.4	4.6	\$63.78

LACD Ports Imports	Total Value (\$millions)	Total Volume (000 tons)	\$000 per ton
Los Angeles	\$238,854.6	66,428.6	\$3.60
Long Beach	\$59,142.0	20,868.8	\$2.83
LAX	\$51,498.3	616.9	\$83.48
Port Hueneme	\$8,918.6	1,657.6	\$5.38
El Segundo	\$833.1	2,583.9	\$0.32

Exhibits A-4 and A-5 in the Appendix detail the largest exported and imported commodity classifications (HS), respectively, moved in 2015 for each of these three ports.

## LOS ANGELES CUSTOMS DISTRICT

COMMODITIES HANDLED  
IN LACD

The discussion above has focused on trade volumes and values in the aggregate with very little mention of the composition of trade. A deeper look into the types of commodities being traded using the HS can show areas of specialties and concentration of activity.

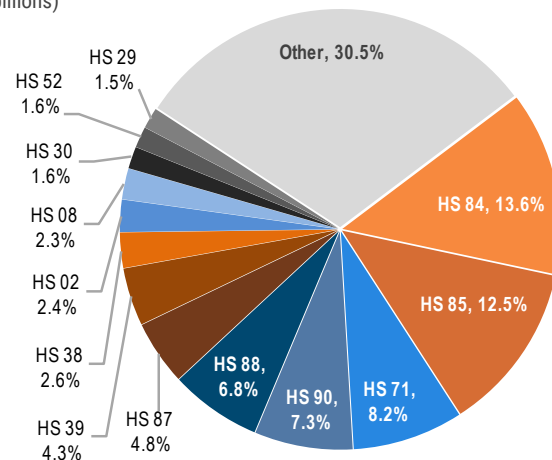
The Harmonized Commodity Description and Coding System (HS) provides the basis of export and import classification for the United States as well as over 200 countries around the world and provides a method to compile comparable trade statistics. This is a hierarchical system that provides increasing levels of detail for each additional digit in the HS code. The most general level of categorization is the two-digit HS.

The composition of exports and imports through the LACD in 2015 are shown in Exhibits 2-7 and 2-8 respectively. Commodity classifications with at least a 1.5 percent share of total exports and a 2.0 percent share of total imports are identified individually. Exhibit 2-9 provides descriptions for each 2-digit HS code shown.

The two largest commodities classifications in terms of values exported and imported in the LACD in 2015 were HS 84 (industrial machinery (including computers)) and HS 85 (electrical machinery (including sound and TV equipment)). The total trade value for goods in HS 84 and HS 85 in 2015 accounted for nearly a third of total trade value in the district.

While these two commodities are both the top import and export commodities, the 2-digit HS code hides the difference between more detailed import commodities and detailed export commodities (such as, for example, at the 4- or 6-digit HS level). It is also helpful to remember that although the commodities being imported and those being exported may be similar, their degree of assembly may be quite different.

**EXHIBIT 2-7**  
**2015 Exports through LACD**  
(\$billions)



Source: US Census Bureau, USA Trade Online, district-level data

Other top import commodities included motor vehicles and parts (HS 87), knit apparel and accessories (HS 61) and footwear (HS 64).

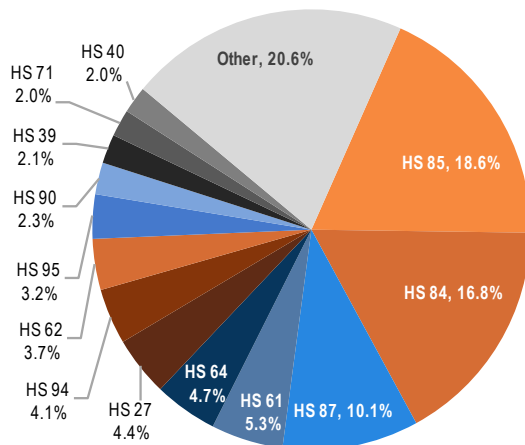
Other top export commodities included natural pearls, precious stones and metals (HS 71), instruments (optic,

photo, medical or surgical) (HS 90) and aircraft, spacecraft and parts (HS 88).

A complete listing of total trade for all HS commodity classifications in the LACD is provided in Exhibit A-6 in the Appendix.

#### EXHIBIT 2-8

2015 Imports through LACD  
(\$billions)



Source: US Census Bureau, USA Trade Online, district-level data  
Includes general imports (cargo unloaded in each CD)

#### EXHIBIT 2-9

Key of Commodity Descriptions for HS Coding System

HS 02: Meat and Edible Meat  
 HS 08: Fruits and Nuts  
 HS 27: Mineral Fuels/Oil/Wax/etc  
 HS 29: Organic Chemicals  
 HS 30: Pharmaceutical Products  
 HS 38: Misc. Chemical Products  
 HS 39: Plastics and Plastics Articles  
 HS 40: Rubber and Rubber Articles  
 HS 52: Cotton: Yarn/Fabric/etc  
 HS 61: Apparel/Accessories: Knit/Crochet  
 HS 62: Apparel/Accessories: Not Knit/Crochet  
 HS 64: Footwear and Parts Thereof  
 HS 71: Natural Pearl/Precious Stone/Metal  
 HS 84: Industrial Machinery: Incl Computers  
 HS 85: Electrical Machinery: Sound/TV Equip/Parts  
 HS 87: Vehicles and Parts  
 HS 88: Aircraft/Spacecraft/Parts Thereof  
 HS 90: Optic/Photo/Medical/Surgical Instruments  
 HS 94: Furniture  
 HS 95: Toys/Sports Equip/P

## LOS ANGELES CUSTOMS DISTRICT

## LACD TRADING PARTNERS

The Los Angeles Customs District has a trading relationship with virtually every country of the world. However, China and its neighboring Southeast Asian countries dominate total trade with the district. The only European country in the top ten of trading partners with the LACD by total trade value was Germany, which accounted for 2.5 percent of the district total.

The top five trading partners for the LACD by total value of total trade in 2015, China, Japan, South Korea, Taiwan and Vietnam, were the same top five trading partners in 2014 and held the same ranking.

Trade between the LACD and its top trading partner China (\$159.0 billion) is valued four times that of its next ranked trading partner, the value of total trade with Japan was \$38.4 billion in 2015. Trade with China declined by 4.5 percent from the 2014 value, but still accounted for more than 40 percent of the district's total value of total trade in 2015 worldwide.

Trade in the LACD was particularly affected in 2015 by developments within the economies of its most prominent trade partners in the Asia-Pacific region. The value of exports with all top five trading partners declined in 2015 compared to 2014, while the year-over-year performance of the total value of imports were mixed. The value of imports from China and Japan fell, by 2.3 percent and 3.6 percent respectively, but the value of goods imported from South Korea, Taiwan and Vietnam all increased.

Exhibit 2-10 identifies the top twenty trading partners in 2015 in the LACD ranked by total trade value. Trade with the district's top 20 trading accounted for more than 90 percent of global trade in the district. A snapshot of each of these trading partner follows, which includes trade trends over the last decade in terms of both value and volume.

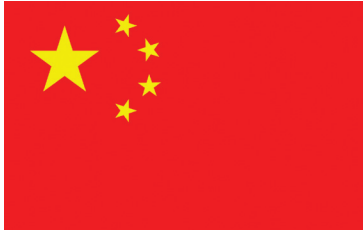
A list of the top one hundred trade partners in the LACD in 2015 ranked by the value of total trade is presented in Exhibit A-7 in the Appendix.

**EXHIBIT 2-10****Value of International Total trade at Los Angeles Customs Districts by Trading Partner**

Top Twenty Trading Partners (\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
China	\$159.0	\$166.4	-4.5%	40.4%	\$22.5	-15.9%	\$136.5	-2.3%	-\$114.0
Japan	38.4	40.3	-4.6	9.8	13.7	-6.4	24.7	-3.6	-11.0
South Korea	23.7	23.8	-0.6	6.0	10.3	-5.8	13.3	3.9	-3.0
Taiwan	16.3	17.0	-4.2	4.1	6.3	-16.4	9.9	5.5	-3.6
Vietnam	13.5	12.9	4.6	3.4	2.1	13.3	11.4	3.2	-9.3
Germany	11.7	11.3	3.4	3.0	2.7	-2.1	8.9	5.3	-6.2
Thailand	10.7	10.5	2.0	2.7	2.4	-13.2	8.3	7.5	-5.9
Hong Kong	10.2	9.6	5.9	2.6	9.0	6.8	1.2	-0.6	7.9
India	9.8	10.0	-1.7	2.5	4.2	8.4	5.7	-8.0	-1.5
Australia	8.2	9.3	-11.4	2.1	6.4	-14.5	1.8	2.1	4.6
Malaysia	7.7	7.2	6.1	1.9	1.8	-16.2	5.8	15.8	-4.0
Indonesia	6.9	8.1	-14.5	1.7	1.4	-24.1	5.5	-11.6	-4.0
United Kingdom	6.7	5.9	14.3	1.7	2.9	5.9	3.8	21.6	-0.9
Singapore	6.7	7.3	-8.6	1.7	4.1	-21.4	2.6	23.1	1.5
Philippines	4.9	5.3	-8.6	1.2	1.3	-23.3	3.5	-1.5	-2.2
Italy	3.5	3.6	-1.3	0.9	1.0	-1.0	2.6	-1.4	-1.6
Netherlands	3.4	3.9	-11.8	0.9	2.4	-9.0	1.0	-18.1	1.5
Switzerland	3.2	3.1	3.9	0.8	2.2	0.3	1.0	12.5	1.1
France	3.1	3.2	-3.0	0.8	1.3	-6.6	1.8	-0.2	-0.5
Mexico	2.9	2.8	5.4	0.7	1.9	14.2	1.0	-8.1	0.9

Source: US Census Bureau. USA Trade Online, district-level data. Exports and general imports (cargo unloaded in each CD)



# NO. 01 CHINA

## FAST FACTS 2015

Population	1.37 BILLION
2015 GDP	\$10,983 BILLION
GDP per Capita	\$7,990
GDP growth	6.9%

## TRADE OVERVIEW

Total Trade Through LACD	\$159.0 BILLION
Exports	\$22.5 BILLION
Imports	\$136.5 BILLION
Balance	(\$114.0 BILLION)

China continue to be the largest trading partner for the Los Angeles Customs District (LACD) by value in 2015, reaching \$206.5 billion, or 43.6 percent of total trade activity through the LACD.

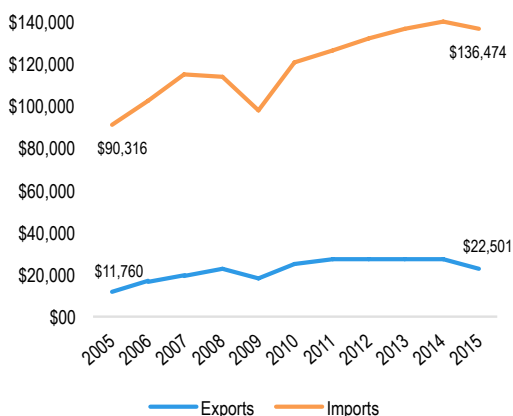
The LACD handles the most imports by value from China at \$183.9 billion. China also represents the top export destination for products from the LACD with \$26.7 billion, resulting in a trading deficit of \$161.4 billion.

Despite increasing market openness in recent years, average tariff rates in China stand at 3.6 percent and various non-tariff barriers negatively impact trade.

China is currently undergoing a major economic transition from its export-led model with significant investment in manufacturing activity to a private consumption-based model. The IMF forecasts China's GDP growth to slow to 6.3 percent in 2016 and 6.0 percent in 2017 as its economy continues to rebalance.

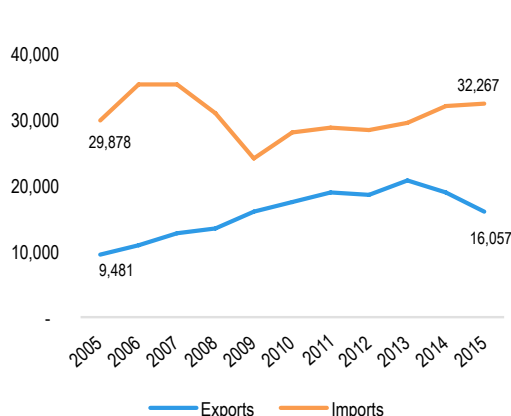
## CHINA TRADE VALUES THROUGH LACD

(\$millions)



## CHINA TRADE VOLUMES THROUGH LACD

(thousands of short tons)



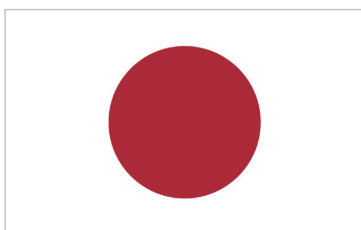
## TOP EXPORTS TO CHINA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Sound/ TV Equipment	\$3,780.8	-8.3%	16.8%
Machinery: Engines, Boiler, etc. and Parts	\$2,431.7	3.7%	10.8%
Furniture	\$1,681.3	-43.2%	7.5%
Toys/ Sports Equipment and Parts Thereof	\$1,656.5	-22.9%	7.4%
Footwear and Parts Thereof	\$1,547.6	10.3%	6.9%
Apparel and Accessories: Knit or Crochet	\$988.5	-17.2%	4.4%
Apparel and Accessories: Not Knit/ Crochet	\$909.2	-3.8%	4.0%
Vehicles and Parts	\$828.6	-30.4%	3.7%
Plastics and Plastic Articles	\$704.5	-13.7%	3.1%
Iron and Steel Articles	\$689.2	-16.0%	3.1%
All Other	\$7,283.1	-17.2%	32.4%
<b>Total Exports to China</b>	<b>\$22,500.9</b>	<b>-15.9%</b>	<b>100%</b>

## TOP IMPORTS FROM CHINA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Sound/ TV Equipment	\$32,562.5	3.6%	23.9%
Machinery: Engines, Boiler, etc. and Parts	\$28,335.7	-13.2%	20.8%
Furniture	\$8,849.7	7.0%	6.5%
Toys/ Sports Equipment and Parts Thereof	\$8,770.8	-0.3%	6.4%
Footwear and Parts Thereof	\$7,971.1	-1.1%	5.8%
Apparel and Accessories: Knit or Crochet	\$7,725.3	-2.4%	5.7%
Apparel and Accessories: Not Knit/ Crochet	\$6,218.2	-0.1%	4.6%
Vehicles and Parts	\$3,928.7	9.4%	2.9%
Plastics and Plastic Articles	\$3,850.6	-2.3%	2.8%
Iron and Steel Articles	\$3,516.5	0.1%	2.6%
All Other	\$24,745.5	-2.1%	18.1%
<b>Total Imports from China</b>	<b>\$136,474.5</b>	<b>-2.3%</b>	<b>100%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 02 JAPAN

### FAST FACTS 2015

Population	126.9 MILLION
2015 GDP	\$4,123 BILLION
GDP per Capita	\$32,490
GDP growth	0.5%

### TRADE OVERVIEW

Total Trade Through LACD	\$38.4 BILLION
Exports	\$13.7 BILLION
Imports	\$24.7 BILLION
Balance	(\$11.0 BILLION)

Japan was the LACD's second largest trade partner in 2015 with \$38.4 billion in total trade, accounting for 9.8 percent of the district's total trade activity.

Japan was also the district's second largest export market by value at \$24.7 billion and source of imports at \$39.1 billion.

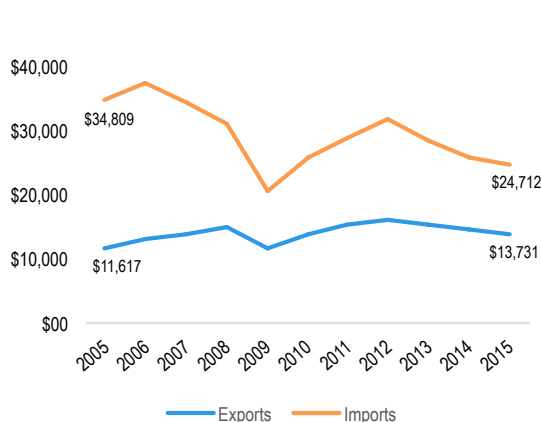
Japan maintains a 1.2 percent average tariff rate with restrictions on a number of agricultural imports. Economic growth in Japan was 0.5 percent in 2015 owing to, among other factors, a slowdown in demand from China and

other Asian nations, lower private consumption and lower domestic investment.

According to the World Bank, off-shoring production has also contributed to decreased exports despite the low value of the yen, however higher earnings and low unemployment are projected to stimulate import demand and increased growth to 1.3 percent in 2016.

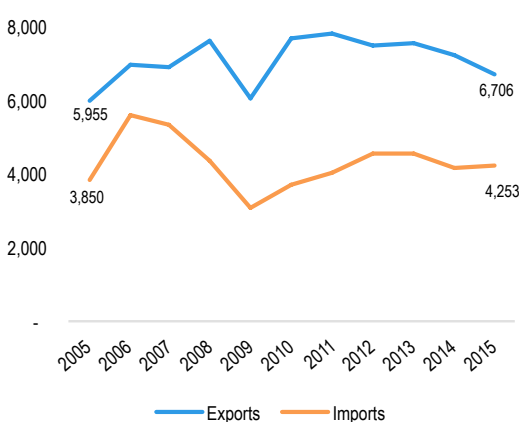
### JAPAN TRADE VALUES THROUGH LACD

(\$millions)



### JAPAN TRADE VOLUMES THROUGH LACD

(thousands of short tons)





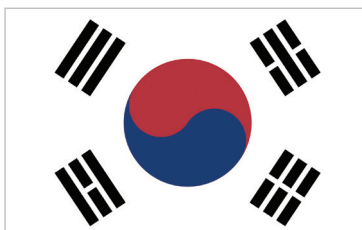
## TOP EXPORTS TO JAPAN IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$1,439.0	2.7%	10.5%
Aircraft/Spacecraft/Parts Thereof	1,416.4	-1.2%	10.3%
Electrical Machinery: Snd/TV Equip/Prts	1,264.7	-5.3%	9.2%
Optic/Photo/Medic/Surg Instruments	1,001.9	3.4%	7.3%
Meat and edible meat	987.0	4.3%	7.2%
Plastics and Plastic Articles	681.3	-13.7%	5.0%
Vehicles and Parts	493.3	-22.6%	3.6%
Inorganic Chemicals	442.2	-28.4%	3.2%
Misc. Chemical Products	422.6	-2.5%	3.1%
Pharmaceutical Products	397.0	120.8%	2.9%
All Other	5,185.7	-12.4%	37.8%
<b>Total Exports to Japan</b>	<b>\$13,730.9</b>	<b>-6.4%</b>	<b>100%</b>

## TOP IMPORTS FROM JAPAN IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Vehicles and Parts	\$9,958.6	1.7%	40.3%
Industrial Machinery: including Computers	5,595.3	-12.5%	22.6%
Electrical Machinery: Snd/TV Equip/Prts	3,345.6	-5.7%	13.5%
Rubber and Rubber Articles	1,190.9	1.2%	4.8%
Optic/Photo/Medic/Surg Instruments	953.0	-9.4%	3.9%
Organic Chemicals	440.0	9.8%	1.8%
Plastics and Plastic Articles	300.0	-8.3%	1.2%
Iron and Steel	242.9	-28.2%	1.0%
Clocks/Watches/Parts Thereof	226.6	8.7%	0.9%
Mineral Fuels/Oil/Wax/etc	209.0	353.1%	0.8%
All Other	2,250.1	-4.0%	9.1%
<b>Total Imports from Japan</b>	<b>\$24,711.9</b>	<b>-3.6%</b>	<b>100%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 03 SOUTH KOREA

## FAST FACTS 2015

Population	50.6 MILLION
2015 GDP	\$1,377 BILLION
GDP per Capita	\$27,195
GDP growth	2.6%

## TRADE OVERVIEW

Total Trade Through LACD	\$23.7 BILLION
Exports	\$10.3 BILLION
Imports	\$13.3 BILLION
Balance	(\$3.0 BILLION)

South Korea was the LACD's third largest trading partner in 2015 with 6.0 percent of its trade totaling \$23.7 billion.

South Korea was also the third largest partner by volume for imports and exports accounting for \$13.3 and \$10.3 billion respectively.

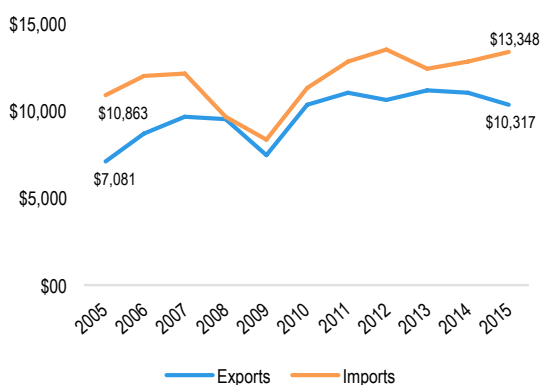
South Korea has progressively opened its markets but its average tariff rate remains 7.7 percent and foreign investment is restricted in a number of industries. South Korea has traditionally been a leader in electronics,

telecommunications technology as well as automobiles, however according to the World Bank, declining market share for electronics and technology companies have led to slowing exports and lower growth at 2.6 percent in 2015.

The World Bank projects growth to increase to 3.0 percent in 2016 and 3.5 percent in 2017 based on increased private consumption and exports to the US.

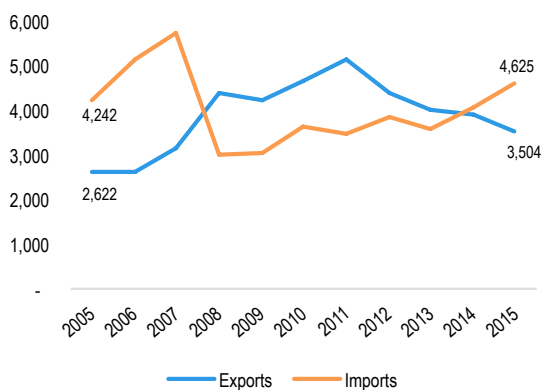
## SOUTH KOREA TRADE VALUES THROUGH LACD

(\$millions)



## SOUTH KOREA TRADE VOLUMES THROUGH LACD

(thousands of short tons)



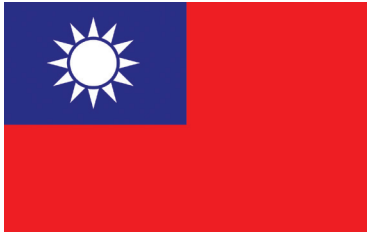
## TOP EXPORTS TO SOUTH KOREA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: incl Computers	\$1,416.7	-8.0%	13.7%
Electric Machinery: Snd/TV Equip/Prts	981.4	8.5%	9.5%
Optic/Photo/Medic/Surg Instruments	723.1	-1.6%	7.0%
Vehicles and Parts	696.0	33.3%	6.7%
Meat and edible meat	682.2	-17.8%	6.6%
Aircraft/Spacecraft/Parts Thereof	461.8	-13.6%	4.5%
Plastics and Plastic Articles	411.7	-24.6%	4.0%
Misc. Chemical Products	395.1	-4.7%	3.8%
Aluminum and Articles	359.9	25.3%	3.5%
Fruits and Nuts	272.6	24.6%	2.6%
All Other	3,916.5	-11.5%	38.0%
<b>Total Exports to South Korea</b>	<b>\$10,317.0</b>	<b>-5.8%</b>	<b>100%</b>

## TOP IMPORTS FROM SOUTH KOREA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Vehicles and Parts	\$3,400.8	17.8%	25.5%
Industrial Machinery: incl Computers	2,776.9	-7.3%	20.8%
Electric Machinery: Snd/TV Equip/Prts	2,192.7	8.2%	16.4%
Rubber and Rubber Articles	875.3	6.9%	6.6%
Mineral Fuels/Oil/Wax/etc	689.8	28.2%	5.2%
Plastics and Plastic Articles	432.4	-14.2%	3.2%
Iron and Steel Articles	306.1	-14.7%	2.3%
Iron and Steel	239.0	-19.8%	1.8%
Optic/Photo/Medic/Surg Instruments	199.2	-14.2%	1.5%
Aircraft/Spacecraft/Parts Thereof	176.1	10.8%	1.3%
All Other	2,059.5	1.4%	15.4%
<b>Total Imports from South Korea</b>	<b>\$13,347.8</b>	<b>3.9%</b>	<b>100%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 04 TAIWAN

### FAST FACTS 2015

Population	23.5 MILLION
2015 GDP	\$524 BILLION
GDP per Capita	\$22,290
GDP growth	0.7%

### TRADE OVERVIEW

Total Trade Through LACD	\$16.3 BILLION
Exports	\$6.3 BILLION
Imports	\$9.9 BILLION
Balance	(\$3.6 BILLION)

Taiwan is the LACD's fourth largest trading partner, accounting for 4.1 percent of its total trade totaling \$16.3 billion in 2015.

Taiwan ranked sixth in exports from the LACD with \$6.3 billion, and fifth in imports with \$9.9 billion.

Taiwan is one of the freest economies in the world according to the Wall Street Journal/Heritage Foundation's Index of Economic freedom, with an average tariff rate of 1.8 percent.

In 2015, Taiwan's GDP growth was 0.7 percent as a result of diminished exports and reduced domestic demand, with reduced export demand closely linked to Taiwan's trade ties with mainland China where it sends over 40 percent of its exports through the Economic Cooperation Framework Agreement (ECFA).

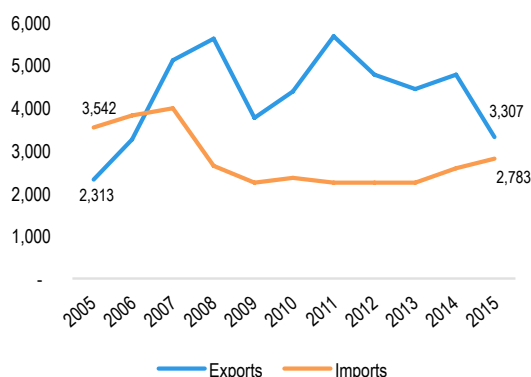
### TAIWAN TRADE VALUES THROUGH LACD

(\$millions)



### TAIWAN TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO TAIWAN IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Aircraft/Spacecraft/Parts Thereof	\$854.6	-38.2%	13.5%
Arms and Ammunition	713.8	115.0%	11.3%
Electrical Machinery: Snd/TV Equip/Prts	623.3	12.4%	9.8%
Industrial Machinery: including Computers	452.6	-5.8%	7.2%
Iron and Steel	409.8	-45.1%	6.5%
Optic/Photo/Medic/Surg Instruments	275.7	-9.7%	4.4%
Plastics and Plastic Articles	257.4	-31.9%	4.1%
Vehicles and Parts	241.8	-27.0%	3.8%
Oil Seeds & Grains	193.2	-40.5%	3.1%
Organic Chemicals	186.7	-12.8%	2.9%
All Other	2,119.2	-15.8%	33.5%
<b>Total Exports to Taiwan</b>	<b>\$6,328.1</b>	<b>-16.4%</b>	<b>100%</b>

## TOP IMPORTS FROM TAIWAN IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$3,152.1	5.6%	31.7%
Industrial Machinery: including Computers	1,629.3	-8.8%	16.4%
Vehicles and Parts	940.5	24.6%	9.5%
Plastics and Plastic Articles	565.6	7.1%	5.7%
Iron and Steel Articles	399.0	-4.3%	4.0%
Furniture	375.9	18.4%	3.8%
Toys/Sports Equip/Parts Thereof	266.6	-3.4%	2.7%
Optic/Photo/Medic/Surg Instruments	264.5	4.6%	2.7%
Rubber and Rubber Articles	228.2	33.8%	2.3%
Iron and Steel	227.6	-1.9%	2.3%
All Other	1,892.9	11.0%	19.0%
<b>Total Imports from Taiwan</b>	<b>\$9,942.1</b>	<b>5.5%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 05 VIETNAM

### FAST FACTS 2015

Population	91.7 MILLION
2015 GDP	\$191 BILLION
GDP per Capita	\$2,090
GDP growth	16.7%

### TRADE OVERVIEW

Total Trade Through LACD	\$13.5 BILLION
Exports	\$2.1 BILLION
Imports	\$11.4 BILLION
Balance	(\$9.3 BILLION)

Vietnam was the fifth largest trading partner of the LACD in 2015, constituting 3.4 percent of the district's total trade at \$13.5 billion.

Vietnam's economy is one of the fastest growing economies in Asia, growing at 6.5 percent in 2015 and projected to remain above 6.0 percent through 2017.

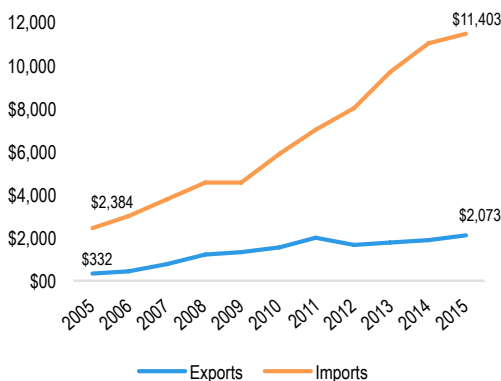
Manufacturing continues to be the key driver of the economy, particularly in electronics where it has captured market share from regional competitors. Despite this, however, agricultural exports were negatively impacted by

lower commodity prices and a slowdown in China—one of its largest trade partners.

The U.S. trade relationship has grown in recent years as Vietnam has become more competitive in key U.S. import commodities, such as footwear and apparel. Overall U.S. exports to Vietnam grew 13.3 percent in 2015 with increases across a number of commodities.

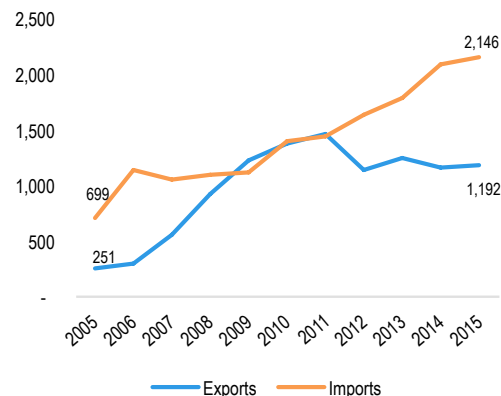
### VIETNAM TRADE VALUES THROUGH LACD

(\$millions)



### VIETNAM TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO VIETNAM IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Cotton: Yarn/Fabric/etc	\$399.0	50.6%	19.2%
Electrical Machinery: Snd/TV Equip/Prts	296.8	76.3%	14.3%
Industrial Machinery: including Computers	197.5	1.0%	9.5%
Vehicles and Parts	191.5	60.1%	9.2%
Raw Hides, Skins, Leather	120.6	17.1%	5.8%
Oil Seeds & Grains	84.8	-20.8%	4.1%
Plastics and Plastic Articles	77.4	-1.4%	3.7%
Beverages, Spirits	67.8	43.6%	3.3%
Organic Chemicals	59.8	51.0%	2.9%
Food Industry Residues/Waste	59.2	-36.9%	2.9%
All Other	518.7	-15.3%	25.0%
<b>Total Exports to Vietnam</b>	<b>\$2,072.9</b>	<b>13.3%</b>	<b>100%</b>

## TOP IMPORTS FROM VIETNAM IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Footwear and Parts Thereof	\$2,692.8	9.3%	23.6%
Apparel/Accessories: Knit/Crochet	2,622.9	-3.2%	23.0%
Apparel/Accessories: Not Knit/Crcht	1,587.1	-0.7%	13.9%
Furniture	1,060.7	9.4%	9.3%
Electrical Machinery: Snd/TV Equip/Prts	911.6	35.8%	8.0%
Industrial Machinery: including Computers	630.4	-16.1%	5.5%
Leather Art, Saddlery, etc.	347.9	12.6%	3.1%
Fish	198.1	-25.1%	1.7%
Toys/Sports Equip/Parts Thereof	159.9	-3.6%	1.4%
Meat and Fish Preparations	142.4	-15.3%	1.2%
All Other	1,049.1	7.1%	9.2%
<b>Total Imports from Vietnam</b>	<b>\$11,402.8</b>	<b>3.2%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 06 GERMANY

## FAST FACTS 2015

Population	81.9 MILLION
2015 GDP	\$3,358 BILLION
GDP per Capita	\$41,000
GDP growth	1.5%

## TRADE OVERVIEW

Total Trade Through LACD	\$11.7 BILLION
Exports	\$2.7 BILLION
Imports	\$8.9 BILLION
Balance	(\$6.2 BILLION)

Germany was the largest European trading partner of the LACD in 2015 accounting for 2.7 percent of total trade totaling \$11.7 billion.

Germany ranked tenth in exports to the LACD with \$2.7 billion and sixth in import value at \$8.9 billion.

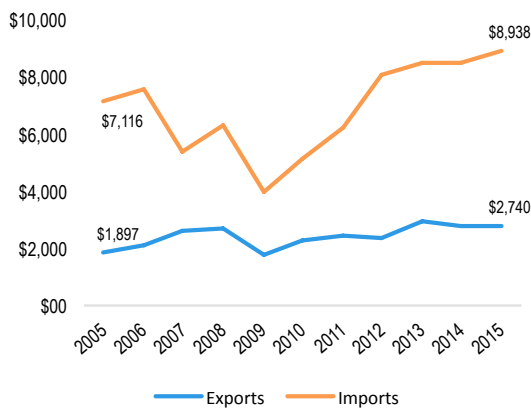
Germany has significant dependence on trade with exports accounting for approximately 46 percent of its GDP—much of which arrives in emerging markets. According to the World Bank, reduced demand in those emerging markets will reduce exports in the near term, however increasing

demand in the Eurozone over the coming year will likely make up the difference.

The German economy has been resilient with growth projected to improve to 1.7 percent by the World Bank in 2016 due to factors such as low interest rates and low oil prices, spurring private consumption.

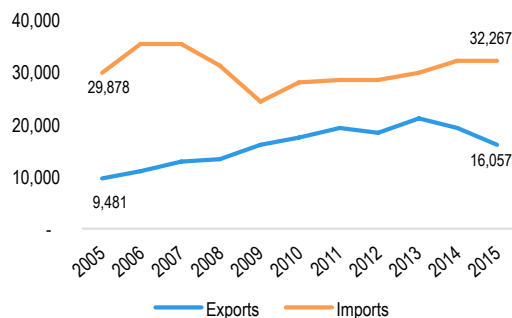
## GERMANY TRADE VALUES THROUGH LACD

(\$millions)



## GERMANY TRADE VOLUMES THROUGH LACD

(thousands of short tons)





## TOP EXPORTS TO GERMANY IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Optic/Photo/Medic/Surg Instruments	\$535.8	10.9%	19.6%
Aircraft/Spacecraft/Parts Thereof	477.5	4.2%	17.4%
Electrical Machinery: Snd/TV Equip/Prts	457.0	3.7%	16.7%
Industrial Machinery: including Computers	345.0	3.3%	12.6%
Vehicles and Parts	224.1	62.2%	8.2%
Natural Pearl/Precious Stone/Metal	121.6	-62.0%	4.4%
Fruits and Nuts	109.3	-19.6%	4.0%
Pharmaceutical Products	52.6	11.6%	1.9%
Misc. Chemical Products	52.3	-41.1%	1.9%
Plastics and Plastic Articles	37.9	7.2%	1.4%
All Other	326.9	3.2%	11.9%
<b>Total Exports to Germany</b>	<b>\$2,740.1</b>	<b>-2.1%</b>	<b>100%</b>

## TOP IMPORTS FROM GERMANY IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Vehicles and Parts	\$5,467.1	1.9%	61.2%
Pharmaceutical Products	1,152.4	69.4%	12.9%
Industrial Machinery: including Computers	564.5	-11.2%	6.3%
Electrical Machinery: Snd/TV Equip/Prts	405.2	17.1%	4.5%
Optic/Photo/Medic/Surg Instruments	381.0	0.6%	4.3%
Not Elsewhere Spec or Indicated	175.9	21.5%	2.0%
Rubber and Rubber Articles	70.8	6.1%	0.8%
Plastics and Plastic Articles	69.5	-19.7%	0.8%
Organic Chemicals	51.8	130.8%	0.6%
Furniture	42.4	-11.4%	0.5%
All Other	557.0	-22.1%	6.2%
<b>Total Imports from Germany</b>	<b>\$8,937.6</b>	<b>5.3%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 07 THAILAND

### FAST FACTS 2015

Population	<b>68.8 MILLION</b>
2015 GDP	<b>\$395 BILLION</b>
GDP per Capita	<b>\$5,740</b>
GDP growth	<b>2.8%</b>

### TRADE OVERVIEW

Total Trade Through LACD	<b>\$10.7 BILLION</b>
Exports	<b>\$2.4 BILLION</b>
Imports	<b>\$8.3 BILLION</b>
Balance	<b>(\$5.9 BILLION)</b>

Thailand represented the sixth largest trading partner of the LACD in 2015 with a 2.7 percent share of the district's total trade at \$10.7 billion.

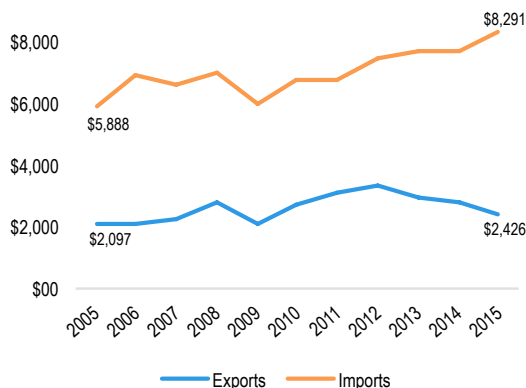
Thailand was responsible for \$2.4 billion in LACD exports ranking twelfth overall and \$8.3 billion in import value, ranking seventh overall.

Thailand is the second largest economy in ASEAN after Indonesia and one of the region's few high-middle-income economies with GDP eclipsing those of Cambodia, Laos, Myanmar and Vietnam combined.

Thailand's economy slowed to 2.8 percent growth in 2015 in part due to deflation and weakness in its key manufacturing sectors which make up the majority of its exports and overall exports dropped over 5 percent, largely tied to its deep trade linkages with a slowing China.

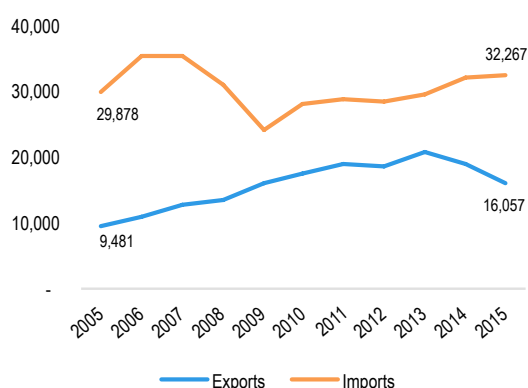
### THAILAND TRADE VALUES THROUGH LACD

(\$millions)



### THAILAND TRADE VOLUMES THROUGH LACD

(thousands of short tons)



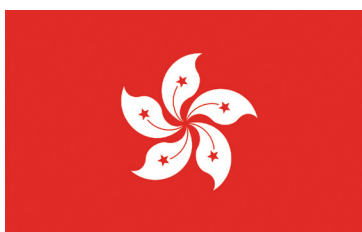
## TOP EXPORTS TO THAILAND IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$596.8	-3.5%	24.6%
Industrial Machinery: including Computers	340.2	-13.4%	14.0%
Optic/Photo/Medic/Surg Instruments	118.2	-0.4%	4.9%
Natural Pearl/Precious Stone/Metal	113.1	17.3%	4.7%
Misc. Edible Preparations	112.1	4.3%	4.6%
Plastics and Plastic Articles	109.5	-27.7%	4.5%
Aircraft/Spacecraft/Parts Thereof	106.2	12.4%	4.4%
Misc. Chemical Products	87.0	-0.9%	3.6%
Cotton: Yarn/Fabric/etc	85.4	-27.9%	3.5%
Food Industry Residues/Waste	64.6	-8.3%	2.7%
All Other	693.2	-26.1%	28.6%
<b>Total Exports to Thailand</b>	<b>\$2,426.2</b>	<b>-13.2%</b>	<b>100%</b>

## TOP IMPORTS FROM THAILAND IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$3,038.6	11.5%	36.7%
Electrical Machinery: Snd/TV Equip/Prts	1,472.0	10.6%	17.8%
Rubber and Rubber Articles	763.8	5.5%	9.2%
Meat and Fish Preparations	370.9	-6.2%	4.5%
Apparel/Accessories: Knit/Crochet	353.3	3.0%	4.3%
Vehicles and Parts	308.1	40.9%	3.7%
Iron and Steel Articles	174.3	44.9%	2.1%
Fish	162.1	-14.3%	2.0%
Prep Veg/Fruit/Nut/Other Plant Prts	146.1	9.6%	1.8%
Toys/Sports Equip/Parts Thereof	140.1	3.5%	1.7%
All Other	1,361.5	-2.7%	16.4%
<b>Total Imports from Thailand</b>	<b>\$8,937.6</b>	<b>5.3%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 08 HONG KONG

## FAST FACTS 2015

Population	7.3 MILLION
2015 GDP	\$310 BILLION
GDP per Capita	\$42,390
GDP growth	2.4%

## TRADE OVERVIEW

Total Trade Through LACD	\$10.2 BILLION
Exports	\$9.0 BILLION
Imports	\$1.2 BILLION
Balance	\$7.9 BILLION

Hong Kong represents one of the world's largest trading hubs and was the eighth largest trading partner of the LACD, totaling \$10.2 billion in 2015.

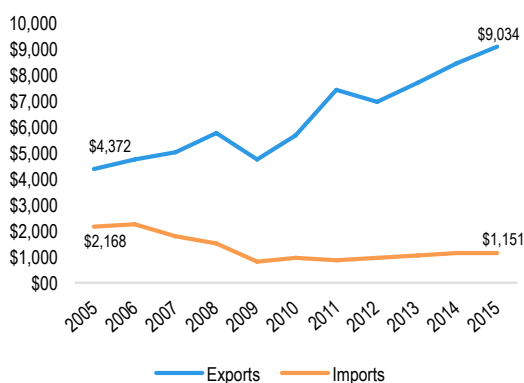
Hong Kong was the fourth largest export destination for the LACD by value at \$9.0 billion and the twenty-fifth largest in imports with \$1.2 billion.

Hong Kong has free trade agreements with a wide variety of countries including Mainland China, however in 2015, Hong Kong's exports to its largest trade partners China, Japan, and the EU decreased, contributing to slowing economic growth. Although exports were slightly stronger

to the US and ASEAN countries, Hong Kong's economy is highly dependent on its exports to China and has slowed along with China's. Transshipment issues related to rising costs and increased regional competition from ports in Shenzhen and Guangzhou have also contributed to slowing growth. Growth is set to slow to 2.2 percent in 2016 before beginning to recover in 2017 as demand for its exports in China increase.

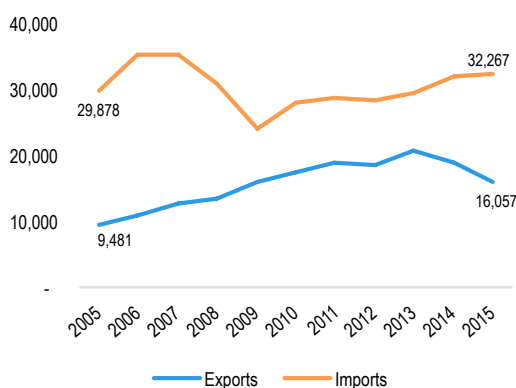
## HONG KONG TRADE VALUES THROUGH LACD

(\$millions)



## HONG KONG TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO HONG KONG IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Natural Pearl/Precious Stone/Metal	\$2,770.7	85.3%	30.7%
Electrical Machinery: Snd/TV Equip/Prts	2,427.2	13.6%	26.9%
Meat and edible meat	677.6	-40.1%	7.5%
Fruits and Nuts	417.8	-27.1%	4.6%
Industrial Machinery: including Computers	408.3	-21.0%	4.5%
Plastics and Plastic Articles	392.4	-19.3%	4.3%
Glass and Glassware	197.3	-25.2%	2.2%
Optic/Photo/Medic/Surg Instruments	194.4	-12.6%	2.2%
Vehicles and Parts	148.3	-36.2%	1.6%
Misc. Edible Preparations	134.7	34.8%	1.5%
All Other	1,264.8	-2.9%	14.0%
<b>Total Exports to Hong Kong</b>	<b>\$9,033.5</b>	<b>6.8%</b>	<b>100%</b>

## TOP IMPORTS FROM HONG KONG IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$302.8	15.7%	26.3%
Not Elsewhere Spec or Indicated	214.0	-32.3%	18.6%
Industrial Machinery: including Computers	81.2	9.0%	7.1%
Natural Pearl/Precious Stone/Metal	62.7	-16.2%	5.5%
Essential Oils, Cosmetics	58.9	1,401.4%	5.1%
Toys/Sports Equip/Parts Thereof	55.3	7.8%	4.8%
Plastics and Plastic Articles	30.4	25.4%	2.6%
Furniture	30.3	96.0%	2.6%
Leather Art, Saddlery, etc.	29.3	2.6%	2.5%
Apparel/Accessories: Not Knit/Crcht	27.2	-1.0%	2.4%
All Other	258.4	-7.4%	22.5%
<b>Total Imports from Hong Kong</b>	<b>\$1,150.5</b>	<b>-0.6%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 09 INDIA

## FAST FACTS 2015

Population	1,292.7 MILLION
2015 GDP	\$2,091 BILLION
GDP per Capita	\$1,620
GDP growth	7.3%

## TRADE OVERVIEW

Total Trade Through LACD	\$9.8 BILLION
Exports	\$4.2 BILLION
Imports	\$5.7 BILLION
Balance	(\$1.5 BILLION)

India represented the LACD's ninth largest trade partner in 2015 with \$9.8 billion in total trade.

India was the seventh largest destination for LACD exports by value with \$4.2 billion and the districts ninth largest source of imports at \$5.7 billion.

While other developing nations experienced slowing economic growth in 2015, India saw 7.3 percent growth and is projected to increase to 7.8 percent in 2016 for a number

of reasons, including domestic policy reforms and low oil prices.

Despite significant growth, the economy has average tariffs of 7 percent, along with numerous other non-tariff barriers and economic development is undercut by persistent fiscal deficits.

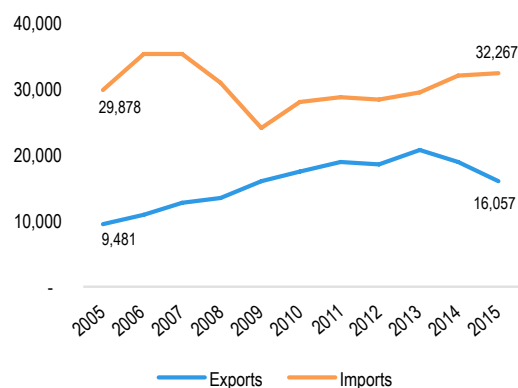
## INDIA TRADE VALUES THROUGH LACD

(\$millions)



## INDIA TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO INDIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Natural Pearl/Precious Stone/Metal	\$2,829.1	19.2%	67.8%
Electrical Machinery: Snd/TV Equip/Prts	292.5	-26.2%	7.0%
Optic/Photo/Medic/Surg Instruments	249.3	-2.5%	6.0%
Industrial Machinery: including Computers	187.8	-11.1%	4.5%
Fruits and Nuts	107.6	6.7%	2.6%
Cotton: Yarn/Fabric/etc	82.1	30.6%	2.0%
Mineral Fuels/Oil/Wax/etc	62.8	26.1%	1.5%
Misc. Chemical Products	43.9	74.2%	1.1%
Inorganic Chemicals	35.2	-18.9%	0.8%
Iron and Steel	31.2	-4.4%	0.7%
All Other	252.3	-15.9%	6.0%
<b>Total Exports to India</b>	<b>\$4,173.7</b>	<b>8.4%</b>	<b>100%</b>

## TOP IMPORTS FROM INDIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Natural Pearl/Precious Stone/Metal	\$2,772.4	-6.8%	48.9%
Mineral Fuels/Oil/Wax/etc	494.5	-29.9%	8.7%
Apparel/Accessories: Not Knit/Crcht	303.4	-3.6%	5.3%
Fish	301.2	-13.8%	5.3%
Other Textile Art	231.8	5.8%	4.1%
Apparel/Accessories: Knit/Crochet	225.8	-6.3%	4.0%
Electrical Machinery: Snd/TV Equip/Prts	106.7	-1.4%	1.9%
Furniture	99.5	20.4%	1.8%
Iron and Steel Articles	90.9	-9.4%	1.6%
Industrial Machinery: including Computers	81.8	-10.8%	1.4%
All Other	963.1	-1.6%	17.0%
<b>Total Imports from India</b>	<b>\$5,671.2</b>	<b>-8.0%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 10 AUSTRALIA

### FAST FACTS 2015

Population	24.0 MILLION
2015 GDP	\$1,224 BILLION
GDP per Capita	\$50,960
GDP growth	2.5%

### TRADE OVERVIEW

Total Trade Through LACD	\$8.2 BILLION
Exports	\$6.4 BILLION
Imports	\$1.8 BILLION
Balance	\$4.6 BILLION

Australia represented the tenth largest trading partner for the LACD in 2015, accounting for 2.1 percent of the district's total trade at \$8.2 billion.

Exports from the LACD to Australia ranked fifth overall at \$6.4 billion and imports ranked nineteenth at \$1.8 billion.

Australia's economy specializes in high value-add manufacturing, technology, agriculture, and mining. The economy has a 1.8 percent average tariff rate, low non-tariff barriers, and ranks 17th in the Global Innovation Index (GII)

rankings with high marks for infrastructure and market sophistication.

The World Bank projects that growth will be 2.5 percent in 2016 and reach 3.0 percent by 2018, with the economy benefiting from increasing liquefied natural gas (LNG) exports and a competitive currency.

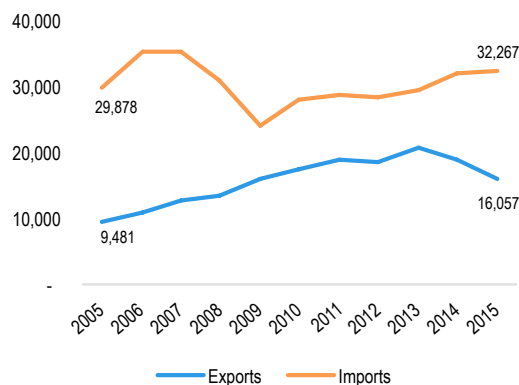
### AUSTRALIA TRADE VALUES THROUGH LACD

(\$millions)



### AUSTRALIA TRADE VOLUMES THROUGH LACD

(thousands of short tons)





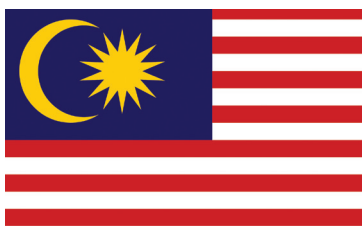
## TOP EXPORTS TO AUSTRALIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$1,796.2	-12.8%	27.9%
Electrical Machinery: Snd/TV Equip/Prts	629.4	-21.9%	9.8%
Vehicles and Parts	509.2	-16.5%	7.9%
Optic/Photo/Medic/Surg Instruments	470.4	-10.9%	7.3%
Plastics and Plastic Articles	228.9	-17.3%	3.6%
Aircraft/Spacecraft/Parts Thereof	225.4	-25.4%	3.5%
Essential Oils, Cosmetics	207.7	9.1%	3.2%
Fruits and Nuts	167.6	-3.8%	2.6%
Misc. Chemical Products	167.6	-13.7%	2.6%
Misc. Edible Preparations	147.1	-11.7%	2.3%
All Other	1,889.7	-15.2%	29.3%
<b>Total Exports to Australia</b>	<b>\$6,439.1</b>	<b>-14.5%</b>	<b>100%</b>

## TOP IMPORTS FROM AUSTRALIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Meat and edible meat	\$582.0	0.6%	32.4%
Optic/Photo/Medic/Surg Instruments	167.7	26.4%	9.3%
Not Elsewhere Spec or Indicated	137.7	-17.9%	7.7%
Industrial Machinery: including Computers	96.2	-3.0%	5.4%
Aircraft/Spacecraft/Parts Thereof	79.8	-0.5%	4.4%
Paper and Paper Products	63.5	32.0%	3.5%
Electrical Machinery: Snd/TV Equip/Prts	62.4	7.6%	3.5%
Vehicles and Parts	57.3	12.2%	3.2%
Milling Prodcnts/Malt/Wheat/etc	53.9	-20.5%	3.0%
Natural Pearl/Precious Stone/Metal	39.2	-28.9%	2.2%
All Other	454.9	8.6%	25.3%
<b>Total Imports from Australia</b>	<b>\$1,794.4</b>	<b>2.1%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 11 MALAYSIA

## FAST FACTS 2015

Population	31.0 MILLION
2015 GDP	\$296 BILLION
GDP per Capita	\$9,560
GDP growth	5.0%

## TRADE OVERVIEW

Total Trade Through LACD	\$7.7 BILLION
Exports	\$1.8 BILLION
Imports	\$5.8 BILLION
Balance	(\$4.0 BILLION)

Malaysia was the LACD's eleventh largest trade partner in 2015, making up 1.9 percent of its total trade, totaling \$7.7 billion.

Exports ranked sixteenth in value at \$1.8 billion while imports to the LACD were eighth at \$5.8 billion.

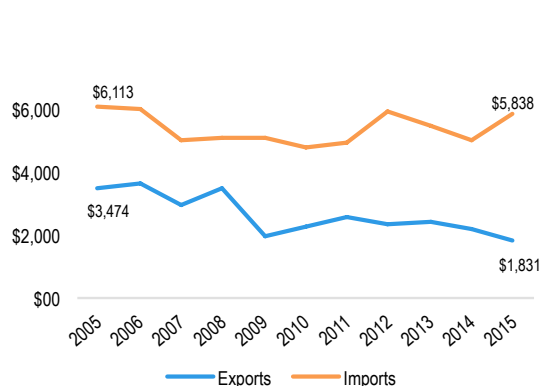
Malaysia's economy has seen significant structural reforms that have led to opening of the economy in recent years. However the average tariff rate remains at 4.3 percent and state-owned enterprises are still prominent.

Growth is expected to increase from 5.0 percent in 2015

to 5.2 percent in 2016, led by exports of electronics, information technology, and agricultural products. Despite Malaysia's projected growth and potential for increased exports, the economy is held back by dependence on slowing regional partners, reliance on oil reserves and a depreciating currency.

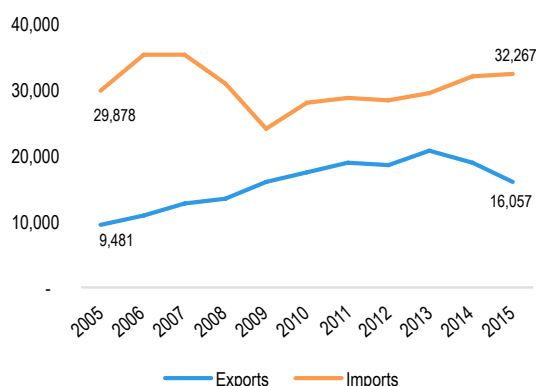
## MALAYSIA TRADE VALUES THROUGH LACD

(\$millions)



## MALAYSIA TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO MALAYSIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	566.0	8.6%	30.9%
Industrial Machinery: including Computers	370.6	-23.5%	20.2%
Plastics and Plastic Articles	101.4	-36.5%	5.5%
Optic/Photo/Medic/Surg Instruments	100.5	-35.9%	5.5%
Misc. Edible Preparations	82.7	-10.6%	4.5%
Aircraft/Spacecraft/Parts Thereof	52.1	-24.4%	2.8%
Inorganic Chemicals	46.8	-20.6%	2.6%
Misc. Chemical Products	46.7	32.3%	2.5%
Fruits and Nuts	45.8	-22.0%	2.5%
Dairy products	30.9	-61.1%	1.7%
All Other	387.8	-17.5%	21.2%
<b>Total Exports to Malaysia</b>	<b>\$1,831.0</b>	<b>-16.2%</b>	<b>100%</b>

## TOP IMPORTS FROM MALAYSIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$3,662.2	29.7%	62.7%
Industrial Machinery: including Computers	807.0	-0.5%	13.8%
Rubber and Rubber Articles	327.4	8.6%	5.6%
Optic/Photo/Medic/Surg Instruments	194.4	-0.4%	3.3%
Furniture	180.2	-6.7%	3.1%
Apparel/Accessories: Knit/Crochet	163.1	-11.9%	2.8%
Plastics and Plastic Articles	97.5	5.8%	1.7%
Not Elsewhere Spec or Indicated	60.2	-6.2%	1.0%
Toys/Sports Equip/Parts Thereof	60.1	-2.6%	1.0%
Iron and Steel Articles	38.1	-11.3%	0.7%
All Other	247.7	-8.2%	4.2%
<b>Total Imports from Malaysia</b>	<b>\$5,837.9</b>	<b>15.8%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 12 INDONESIA

## FAST FACTS 2015

Population	255.5 MILLION
2015 GDP	\$859 BILLION
GDP per Capita	\$3,360
GDP growth	4.8%

## TRADE OVERVIEW

Total Trade Through LACD	\$6.9 BILLION
Exports	\$1.4 BILLION
Imports	\$5.5 BILLION
Balance	(\$4.0 BILLION)

Indonesia is the LACD's twelfth largest trading partner, making up 1.7 percent of total trade totaling \$6.9 billion.

Exports ranked seventeenth by value at \$1.4 billion while imports ranked tenth at \$5.5 billion.

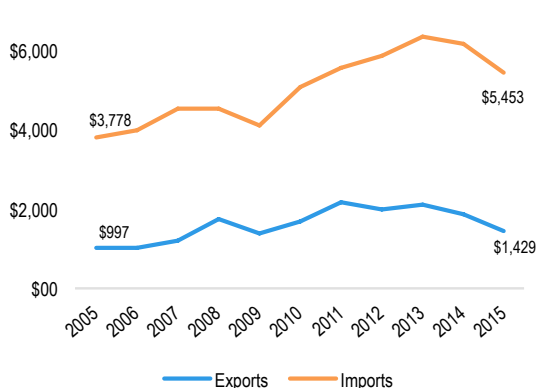
Indonesia represents the largest economy in ASEAN, but a "lower-middle-income" one with considerable disparity in wealth among its many regions. Growth is currently impeded by export dependence on a slowing China, and

a reliance on non-commodity exports whose prices have fallen.

Although the Indonesian economy slowed to 4.8 percent growth in 2015, growth is expected to rise moderately between 2016 and 2018 according to the World Bank due to economic reforms designed to spur FDI.

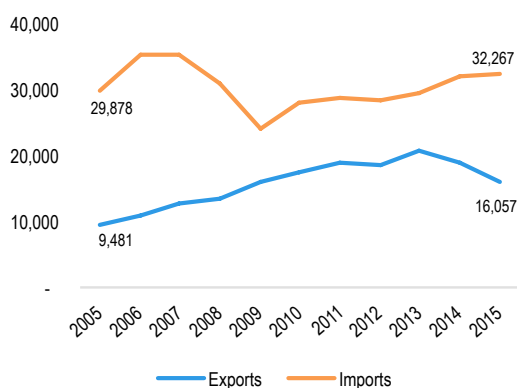
## INDONESIA TRADE VALUES THROUGH LACD

(\$millions)



## INDONESIA TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO INDONESIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$211.7	-8.7%	14.8%
Oil Seeds & Grains	160.2	-42.8%	11.2%
Food Industry Residues/Waste	123.4	-14.9%	8.6%
Cotton: Yarn/Fabric/etc	121.5	-33.3%	8.5%
Electrical Machinery: Snd/TV Equip/Prts	103.6	2.8%	7.3%
Plastics and Plastic Articles	73.1	-37.6%	5.1%
Dairy products	68.4	-51.5%	4.8%
Misc. Edible Preparations	53.7	4.7%	3.8%
Aircraft/Spacecraft/Parts Thereof	51.0	32.7%	3.6%
Soap, Wax, Polish, Dental	50.1	-14.5%	3.5%
All Other	412.0	-23.1%	28.8%
<b>Total Exports to Indonesia</b>	<b>\$1,428.7</b>	<b>-24.1%</b>	<b>100%</b>

## TOP IMPORTS FROM INDONESIA IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Footwear and Parts Thereof	\$966.1	11.2%	17.7%
Apparel/Accessories: Knit/Crochet	870.4	-30.0%	16.0%
Electrical Machinery: Snd/TV Equip/Prts	634.4	-18.9%	11.6%
Apparel/Accessories: Not Knit/Crcht	618.0	-34.1%	11.3%
Fish	438.0	-15.1%	8.0%
Rubber and Rubber Articles	298.0	33.1%	5.5%
Industrial Machinery: including Computers	243.5	13.6%	4.5%
Furniture	156.8	-6.5%	2.9%
Toys/Sports Equip/Parts Thereof	146.4	-10.3%	2.7%
Paper and Paper Products	130.4	-19.9%	2.4%
All Other	951.0	6.9%	17.4%
<b>Total Imports from Indonesia</b>	<b>\$5,452.9</b>	<b>-11.6%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



NO. 13

## UNITED KINGDOM

## FAST FACTS 2015

Population	65.1 MILLION
2015 GDP	\$2,849 BILLION
GDP per Capita	\$43,770
GDP growth	2.2%

## TRADE OVERVIEW

Total Trade Through LACD	\$6.7 BILLION
Exports	\$2.9 BILLION
Imports	\$3.8 BILLION
Balance	(\$0.9 BILLION)

In 2015 the UK represented 1.7 percent of total trade with the LACD, totaling \$6.7 billion.

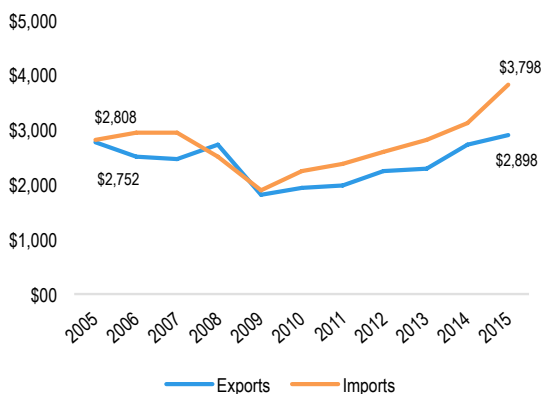
Exports to the UK from the LACD ranked ninth in value at \$2.9 billion and imports ranked eleventh in value at \$3.8 billion.

The World Bank forecasts growth at 1.9 percent in 2016 driven by increased labor productivity, domestic demand and lower energy prices, which will offset diminished exports and uncertainty ahead of the June EU referendum.

U.S. exports to the UK increased by 5.9 percent in 2015 with significant increases in works of art, vehicles and vehicle parts, precious stones and cosmetics. With steady economic growth projected for the near to midterm, the outstanding issue that could affect the U.S. economy that remains to be seen is the result of the EU referendum.

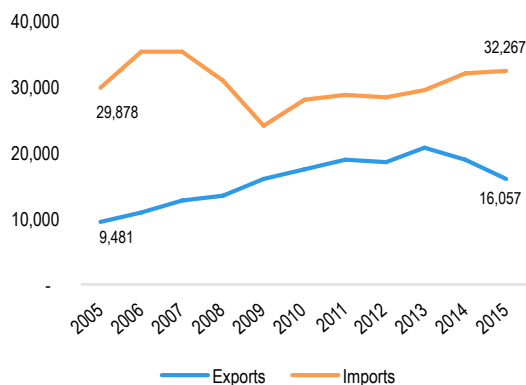
## UK TRADE VALUES THROUGH LACD

(\$millions)



## UK TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO THE UNITED KINGDOM IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Aircraft/Spacecraft/Parts Thereof	\$608.5	7.4%	21.0%
Electrical Machinery: Snd/TV Equip/Prts	352.2	-7.5%	12.2%
Industrial Machinery: including Computers	321.4	-18.9%	11.1%
Works of Art/Collectibles/Antiques	209.8	17.5%	7.2%
Vehicles and Parts	193.8	20.5%	6.7%
Optic/Photo/Medic/Surg Instruments	180.2	-7.9%	6.2%
Not Elsewhere Spec or Indicated	138.5	13.8%	4.8%
Natural Pearl/Precious Stone/Metal	113.2	313.6%	3.9%
Essential Oils, Cosmetics	101.2	30.1%	3.5%
Misc. Chemical Products	60.9	32.2%	2.1%
All Other	618.3	5.6%	21.3%
<b>Total Exports to the United Kingdom</b>	<b>\$2,898.1</b>	<b>5.9%</b>	<b>100%</b>

## TOP IMPORTS FROM THE UNITED KINGDOM IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Vehicles and Parts	\$1,627.6	26.3%	42.9%
Not Elsewhere Spec or Indicated	408.0	68.2%	10.7%
Industrial Machinery: including Computers	323.9	24.8%	8.5%
Mineral Fuels/Oil/Wax/etc	304.3	254.9%	8.0%
Beverages, Spirits	207.5	3.9%	5.5%
Electrical Machinery: Snd/TV Equip/Prts	176.8	16.3%	4.7%
Works of Art/Collectibles/Antiques	171.2	51.7%	4.5%
Optic/Photo/Medic/Surg Instruments	117.8	3.9%	3.1%
Pharmaceutical Products	57.5	-21.4%	1.5%
Natural Pearl/Precious Stone/Metal	50.8	-21.1%	1.3%
All Other	352.9	-33.4%	9.3%
<b>Total Imports from the United Kingdom</b>	<b>\$3,798.4</b>	<b>21.6%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 14 SINGAPORE

## FAST FACTS 2015

Population	5.5 MILLION
2015 GDP	\$293 BILLION
GDP per Capita	\$52,590
GDP growth	2.0%

## TRADE OVERVIEW

Total Trade Through LACD	\$6.7 BILLION
Exports	\$4.1 BILLION
Imports	\$2.6 BILLION
Balance	\$1.5 BILLION

Singapore constitutes the LACD's fourteenth largest trading partner and 1.7 percent of the district's total trade at \$6.7 billion.

Exports from the LACD to Singapore ranked eighth at \$4.1 billion and imports ranked thirteenth at \$2.6 billion.

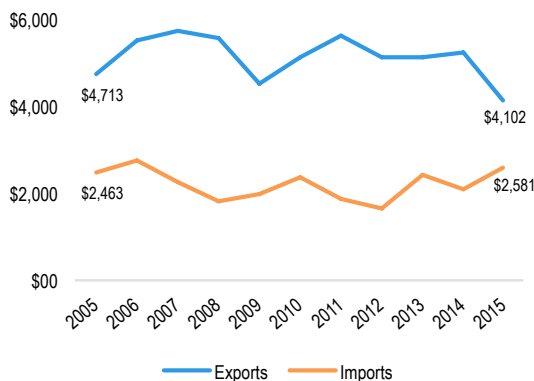
While Singapore is known as one of the world's most business-friendly and dynamic trading hubs, its economy faces a number of challenges stemming from its aging population and infrastructure limitations. Risks to manufacturing for example stem from regional competition

from countries like Vietnam which are rapidly gaining market share in industries like electronics while Singapore's aging population hinders its labor market competitiveness.

According to the World Bank, GDP is projected to increase to 2.4 percent in 2016 according to the World Bank, with stronger prospects in the medium term.

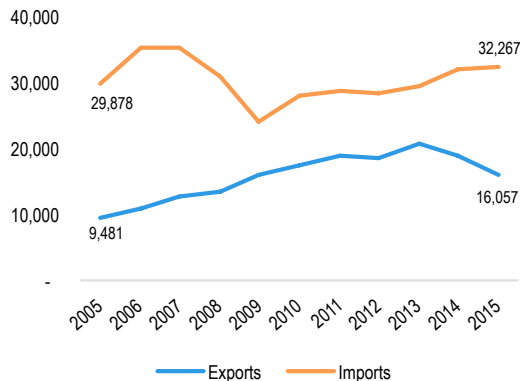
## SINGAPORE TRADE VALUES THROUGH LACD

(\$millions)



## SINGAPORE TRADE VOLUMES THROUGH LACD

(thousands of short tons)





## TOP EXPORTS TO SINGAPORE IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$930.1	-28.7%	22.7%
Electrical Machinery: Snd/TV Equip/Prts	563.6	-9.8%	13.7%
Plastics and Plastic Articles	327.1	-28.1%	8.0%
Optic/Photo/Medic/Surg Instruments	307.5	0.9%	7.5%
Aircraft/Spacecraft/Parts Thereof	283.0	-4.0%	6.9%
Misc. Chemical Products	271.2	-27.6%	6.6%
Mineral Fuels/Oil/Wax/etc	217.5	-30.3%	5.3%
Organic Chemicals	131.0	-10.7%	3.2%
Not Elsewhere Spec or Indicated	128.9	-28.5%	3.1%
Natural Pearl/Precious Stone/Metal	103.3	-7.6%	2.5%
All Other	838.9	-24.2%	20.5%
<b>Total Exports to Singapore</b>	<b>\$4,102.1</b>	<b>-21.4%</b>	<b>100%</b>

## TOP IMPORTS FROM SINGAPORE IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Optic/Photo/Medic/Surg Instruments	\$579.5	25.2%	22.5%
Misc. Chemical Products	475.3	17.7%	18.4%
Not Elsewhere Spec or Indicated	470.4	179.8%	18.2%
Electrical Machinery: Snd/TV Equip/Prts	449.0	7.4%	17.4%
Industrial Machinery: including Computers	256.7	-24.8%	9.9%
Natural Pearl/Precious Stone/Metal	115.8	18.5%	4.5%
Mineral Fuels/Oil/Wax/etc	73.0	19.4%	2.8%
Pharmaceutical Products	48.7	238.7%	1.9%
Plastics and Plastic Articles	16.4	-8.4%	0.6%
Prep Cereal/Flour/Bakers/Wares	12.4	-0.6%	0.5%
All Other	83.4	-15.4%	3.2%
<b>Total Imports from Singapore</b>	<b>\$2,580.6</b>	<b>23.1%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 15 PHILIPPINES

## FAST FACTS 2015

Population	102.2 MILLION
2015 GDP	\$292 BILLION
GDP per Capita	\$2,860
GDP growth	5.8%

## TRADE OVERVIEW

Total Trade Through LACD	\$4.9 BILLION
Exports	\$1.3 BILLION
Imports	\$3.5 BILLION
Balance	(\$2.2 BILLION)

The Philippines represented the fifteenth largest trading partner of the LACD in 2015 with \$4.9 billion in total trade.

Exports to the Philippines from the LACD ranked eighteenth in value at \$1.3 billion in 2015 and imports from the Philippines ranked twelfth in value at \$3.5 billion.

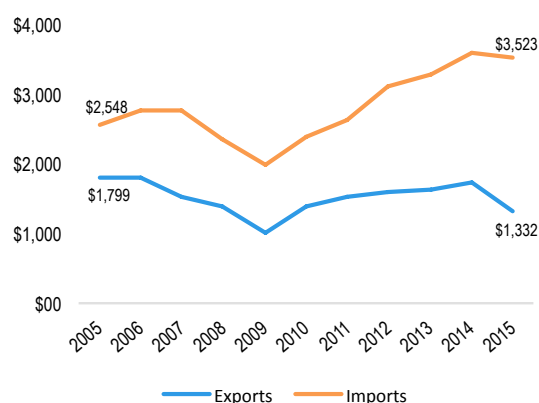
In recent years the Philippines has transitioned from a primarily agriculture-based economy to an export-driven one, specializing in industries such as electronics, apparel, and shipbuilding. Although the economy has grown steadily

at over 6 percent over the past five years, challenges to growth remain.

According to the World Bank, growth in the Philippines will benefit in the coming year from rising household incomes caused by low commodity prices, a diversified and competitive export base, and investment driven by robust FDI flows.

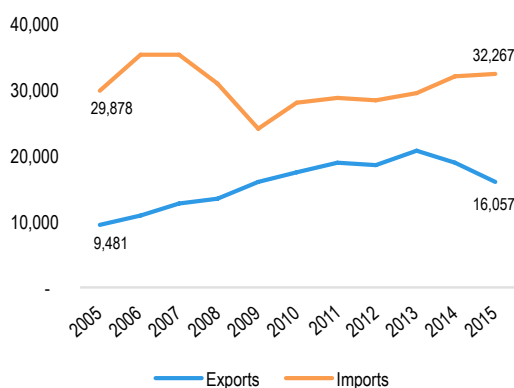
## PHILIPPINES TRADE VALUES THROUGH LACD

(\$millions)



## PHILIPPINES TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO THE PHILIPPINES IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$227.8	-26.8%	17.1%
Industrial Machinery: including Computers	178.0	-8.2%	13.4%
Dairy products	108.2	-56.0%	8.1%
Plastics and Plastic Articles	70.0	-7.9%	5.3%
Misc. Edible Preparations	64.7	17.6%	4.9%
Food Industry Residues/Waste	56.8	-32.1%	4.3%
Optic/Photo/Medic/Surg Instruments	47.4	-23.8%	3.6%
Meat and edible meat	47.3	-26.7%	3.5%
Fruits and Nuts	43.6	-12.7%	3.3%
Aircraft/Spacecraft/Parts Thereof	40.1	15.7%	3.0%
All Other	448.5	-19.8%	33.7%
<b>Total Exports to the Philippines</b>	<b>\$1,332.4</b>	<b>-23.3%</b>	<b>100%</b>

## TOP IMPORTS FROM THE PHILIPPINES IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$1,394.8	1.3%	39.6%
Industrial Machinery: including Computers	822.8	-6.8%	23.4%
Apparel/Accessories: Knit/Crochet	314.3	-11.1%	8.9%
Apparel/Accessories: Not Knit/Crochet	199.7	-25.3%	5.7%
Rubber and Rubber Articles	71.4	15.4%	2.0%
Toys/Sports Equip/Parts Thereof	68.9	52.0%	2.0%
Leather Art, Saddlery, etc.	68.3	131.5%	1.9%
Prep Veg/Fruit/Nut/Other Plant Prts	64.9	0.6%	1.8%
Furniture	58.3	16.2%	1.7%
Fish	48.8	-24.4%	1.4%
All Other	410.1	8.0%	11.6%
<b>Total Imports from the Philippines</b>	<b>\$3,522.5</b>	<b>-1.5%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 16 ITALY

### FAST FACTS 2015

Population	60.8 MILLION
2015 GDP	\$1,816 BILLION
GDP per Capita	\$29,870
GDP growth	0.8%

### TRADE OVERVIEW

Total Trade Through LACD	\$3.5 BILLION
Exports	\$1.0 BILLION
Imports	\$2.6 BILLION
Balance	(\$1.6 BILLION)

Italy represented the LACD's sixteenth largest trade partner in 2015 with total trade of \$3.5 billion.

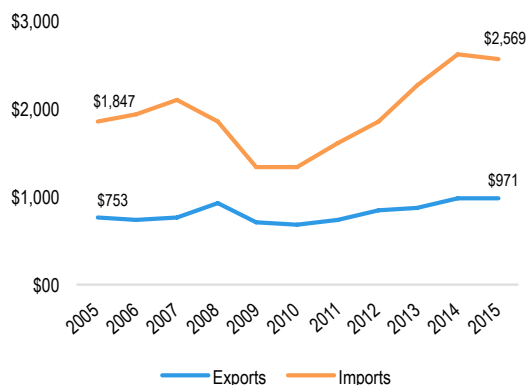
Exports to Italy ranked twenty-third by value at \$971 million while imports from Italy ranked fourteenth at \$2.6 billion.

Italy's economy has been in recession for five of the past eight years and grew 0.8 percent in 2015. The economy remains uncompetitive for a number of reasons including low labor productivity and high labor costs. Exports have

also fallen due to slow development in Italy's traditional export markets. With these limitations on economic growth, both the IMF and OECD project the economy to grow at just over one percent over the next several years.

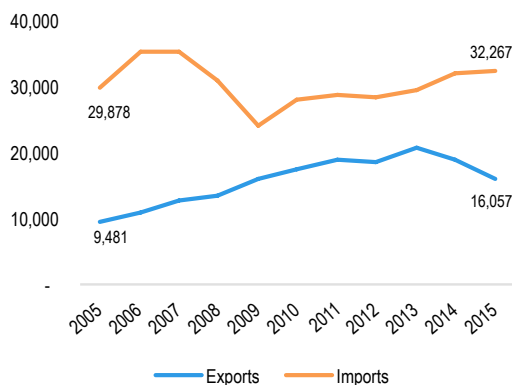
### ITALY TRADE VALUES THROUGH LACD

(\$millions)



### ITALY TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO ITALY IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	217.2	66.1%	22.4%
Aircraft/Spacecraft/Parts Thereof	132.6	-20.9%	13.7%
Optic/Photo/Medic/Surg Instruments	109.7	-1.8%	11.3%
Electrical Machinery: Snd/TV Equip/Prts	81.3	-7.3%	8.4%
Misc. Chemical Products	51.6	-3.4%	5.3%
Natural Pearl/Precious Stone/Metal	40.6	-57.2%	4.2%
Other Base Metals and Articles	36.4	20.2%	3.8%
Fruits and Nuts	34.4	-4.2%	3.5%
Nickel and Articles	26.3	-14.0%	2.7%
Pharmaceutical Products	23.9	18.9%	2.5%
All Other	217.3	-0.2%	22.4%
<b>Total Exports to Italy</b>	<b>\$971.5</b>	<b>-1.0%</b>	<b>100%</b>

## TOP IMPORTS FROM ITALY IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Vehicles and Parts	\$446.3	-25.7%	17.4%
Industrial Machinery: including Computers	271.8	-3.7%	10.6%
Beverages, Spirits	205.8	4.2%	8.0%
Works of Art/Collectibles/Antiques	126.0	261.3%	4.9%
Furniture	119.5	-4.0%	4.7%
Optic/Photo/Medic/Surg Instruments	109.7	-24.4%	4.3%
Footwear and Parts Thereof	103.9	7.6%	4.0%
Organic Chemicals	99.3	30.9%	3.9%
Apparel/Accessories: Not Knit/Crcht	94.2	18.6%	3.7%
Ceramic Products	80.2	-8.1%	3.1%
All Other	912.2	3.4%	35.5%
<b>Total Imports from Italy</b>	<b>\$2,568.9</b>	<b>-1.4%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 17 NETHERLANDS

## FAST FACTS 2015

Population	16.9 MILLION
2015 GDP	\$738 BILLION
GDP per Capita	\$43,600
GDP growth	1.9%

## TRADE OVERVIEW

Total Trade Through LACD	\$3.4 BILLION
Exports	\$2.4 BILLION
Imports	\$1.0 BILLION
Balance	\$1.5 BILLION

The Netherlands ranked as the LACD's seventeenth largest trading partner by volume in 2015 with two way trade of \$3.4 billion.

Exports ranked eleventh in value at \$2.4 billion and imports ranked twenty-ninth at \$979 million.

The Netherlands maintains a competitive economy, specializing in manufacturing, technology, and agriculture. While the economy is largely open to global trade and investment, investment in a few sectors is limited.

In 2015, economic growth reached nearly 2 percent and the World Bank projects it to strengthen further and remain broad-based due to increasing exports, aided by currency depreciation and domestic demand.

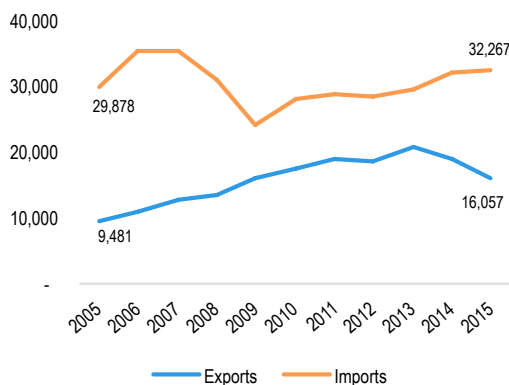
## NETHERLANDS TRADE VALUES THROUGH LACD

(\$millions)



## NETHERLANDS TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO THE NETHERLANDS IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Optic/Photo/Medic/Surg Instruments	\$823.2	-21.3%	33.6%
Industrial Machinery: including Computers	366.7	3.6%	15.0%
Electrical Machinery: Snd/TV Equip/Prts	337.3	14.3%	13.8%
Aircraft/Spacecraft/Parts Thereof	236.9	48.7%	9.7%
Fruits and Nuts	87.9	-28.7%	3.6%
Vehicles and Parts	84.0	21.4%	3.4%
Misc. Chemical Products	68.5	10.7%	2.8%
Pharmaceutical Products	67.4	-51.3%	2.8%
Inorganic Chemicals	61.4	-12.2%	2.5%
Not Elsewhere Spec or Indicated	59.7	34.2%	2.4%
All Other	254.0	-22.3%	10.4%
<b>Total Exports to the Netherlands</b>	<b>\$2,446.9</b>	<b>-9.0%</b>	<b>100%</b>

## TOP IMPORTS FROM THE NETHERLANDS IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Industrial Machinery: including Computers	\$394.8	-27.1%	39.9%
Beverages, Spirits	128.1	-2.3%	12.9%
Not Elsewhere Spec or Indicated	100.1	-12.1%	10.1%
Optic/Photo/Medic/Surg Instruments	55.4	-34.8%	5.6%
Vehicles and Parts	43.2	328.4%	4.4%
Oil Seeds & Grains	39.5	-16.1%	4.0%
Electrical Machinery: Snd/TV Equip/Prts	34.4	-30.7%	3.5%
Fertilizers	18.5	6.7%	1.9%
Aircraft/Spacecraft/Parts Thereof	17.1	-48.6%	1.7%
Mineral Fuels/Oil/Wax/etc	15.3	3791.1%	1.5%
All Other	143.7	-19.9%	14.5%
<b>Total Imports from the Netherlands</b>	<b>\$990.1</b>	<b>-18.1%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 18 SWITZERLAND

## FAST FACTS 2015

Population	8.2 MILLION
2015 GDP	\$665 BILLION
GDP per Capita	\$80,680
GDP growth	0.9%

## TRADE OVERVIEW

Total Trade Through LACD	\$3.2 BILLION
Exports	\$2.2 BILLION
Imports	\$1.0 BILLION
Balance	\$1.1 BILLION

Switzerland was the LACD's eighteenth largest trade partner in 2015 with total trade of \$3.2 billion.

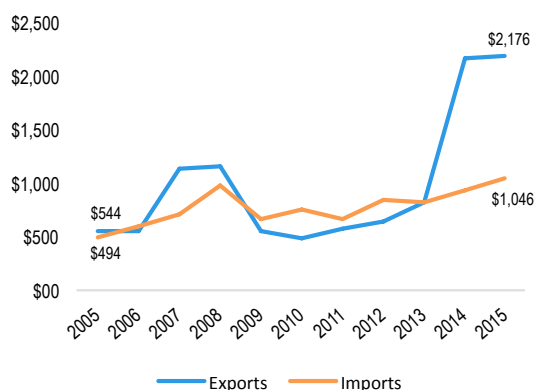
Exports to Switzerland ranked thirteenth in value at \$2.2 billion while imports ranked twenty-sixth at \$1.0 billion.

Switzerland is consistently rated as one of the world's freest economies due to its open markets, strong property rights, and regulatory efficiency. Switzerland also maintains a zero percent average tariff rate as well as membership in the European Free Trade Association.

Despite being one of the most competitive and innovative economies in the world, growth in 2015 was 0.9 percent, partially due to the previous year's exchange rate appreciation, and is projected to grow at 1.2 in 2016 and 1.5 percent in 2017.

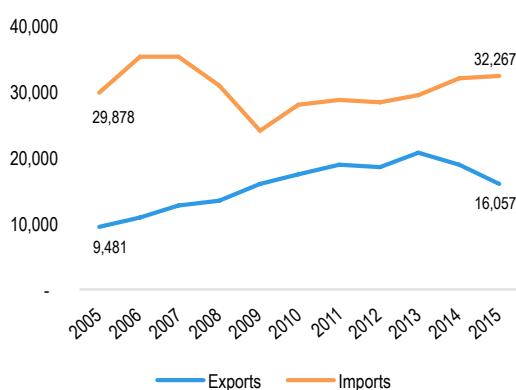
## SWITZERLAND TRADE VALUES THROUGH LACD

(\$millions)



## SWITZERLAND TRADE VOLUMES THROUGH LACD

(thousands of short tons)





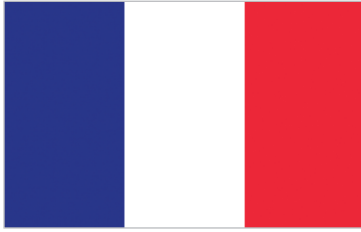
## TOP EXPORTS TO SWITZERLAND IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Natural Pearl/Precious Stone/Metal	\$1,576.5	3.4%	72.4%
Aircraft/Spacecraft/Parts Thereof	209.2	-6.1%	9.6%
Optic/Photo/Medic/Surg Instruments	91.0	-20.7%	4.2%
Pharmaceutical Products	69.4	-26.5%	3.2%
Works of Art/Collectibles/Antiques	56.0	-13.4%	2.6%
Industrial Machinery: including Computers	51.3	55.2%	2.4%
Electrical Machinery: Snd/TV Equip/Prts	30.7	-2.9%	1.4%
Clocks/Watches/Parts Thereof	13.9	313.9%	0.6%
Fruits and Nuts	12.0	63.2%	0.6%
Organic Chemicals	9.4	-26.6%	0.4%
All Other	56.9	-7.7%	2.6%
<b>Total Exports to Switzerland</b>	<b>\$2,176.3</b>	<b>0.3%</b>	<b>100%</b>

## TOP IMPORTS FROM SWITZERLAND IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Natural Pearl/Precious Stone/Metal	\$179.0	47.7%	17.1%
Industrial Machinery: including Computers	164.0	31.9%	15.7%
Pharmaceutical Products	155.3	32.4%	14.8%
Beverages, Spirits	132.6	16.4%	12.7%
Clocks/Watches/Parts Thereof	117.4	153.3%	11.2%
Not Elsewhere Spec or Indicated	92.0	-47.6%	8.8%
Electrical Machinery: Snd/TV Equip/Prts	43.1	-27.9%	4.1%
Optic/Photo/Medic/Surg Instruments	37.7	-22.2%	3.6%
Coffee, Tea, Spices	19.5	56.1%	1.9%
Works of Art/Collectibles/Antiques	19.1	-8.7%	1.8%
All Other	85.9	-3.9%	8.2%
<b>Total Imports from Switzerland</b>	<b>\$1,045.6</b>	<b>12.5%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



# NO. 19 FRANCE

## FAST FACTS 2015

Population	64.3 MILLION
2015 GDP	\$2,422 BILLION
GDP per Capita	\$37,675
GDP growth	1.1%

## TRADE OVERVIEW

Total Trade Through LACD	\$3.1 BILLION
Exports	\$1.3 BILLION
Imports	\$1.8 BILLION
Balance	(\$0.5 BILLION)

France was the LACD's nineteenth highest value trade partner in 2015 at just over \$3 billion in total trade.

Exports to France ranked nineteenth in value accounting for \$1.3 billion while imports ranked eighteenth at \$1.8 billion.

France maintains a 1 percent average tariff rate and generally positive environment for FDI, including simple regulations, skilled and productive labor force, and a range of financial incentives.

The World Bank projects growth to increase from 1.1 percent to 1.4 percent in 2016 before leveling off due to low energy prices, favorable financing conditions, and increased external demand with little impact from the May 2015 terrorist attack in Paris. U.S. exports to France dropped 6.6 percent in 2015, while imports fell by 0.2 percent.

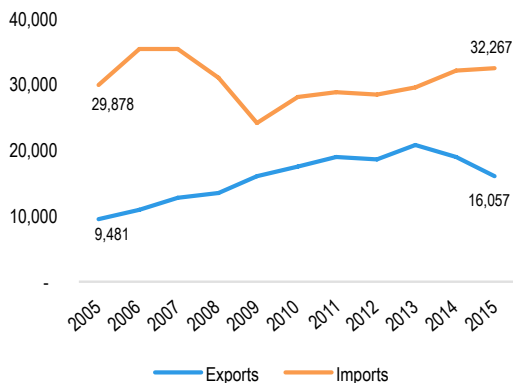
## FRANCE TRADE VALUES THROUGH LACD

(\$millions)



## FRANCE TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO FRANCE IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Aircraft/Spacecraft/Parts Thereof	\$418.5	18.3%	31.6%
Optic/Photo/Medic/Surg Instruments	142.7	-12.3%	10.8%
Industrial Machinery: including Computers	142.4	-8.4%	10.8%
Electrical Machinery: Snd/TV Equip/Prts	117.4	12.9%	8.9%
Misc. Chemical Products	72.0	-32.1%	5.4%
Works of Art/Collectibles/Antiques	69.9	-15.5%	5.3%
Iron and Steel Articles	52.0	-2.9%	3.9%
Other Base Metals and Articles	39.3	-26.5%	3.0%
Fruits and Nuts	35.8	-9.2%	2.7%
Aluminum and Articles	30.8	-3.7%	2.3%
All Other	203.3	-26.0%	15.4%
<b>Total Exports to France</b>	<b>\$1,324.2</b>	<b>-6.6%</b>	<b>100%</b>

## TOP IMPORTS FROM FRANCE IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Beverages, Spirits	\$334.1	6.2%	18.6%
Works of Art/Collectibles/Antiques	226.9	38.0%	12.6%
Vehicles and Parts	181.0	50.9%	10.1%
Leather Art, Saddlery, etc.	176.1	71.6%	9.8%
Industrial Machinery: including Computers	174.2	-11.3%	9.7%
Electrical Machinery: Snd/TV Equip/Prts	73.9	-26.7%	4.1%
Optic/Photo/Medic/Surg Instruments	70.5	13.4%	3.9%
Not Elsewhere Spec or Indicated	68.2	-30.6%	3.8%
Natural Pearl/Precious Stone/Metal	59.7	21.1%	3.3%
Aircraft/Spacecraft/Parts Thereof	53.4	-66.9%	3.0%
All Other	377.1	-12.1%	21.0%
<b>Total Imports from France</b>	<b>\$1,795.0</b>	<b>-0.2%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC



## NO. 20 MEXICO

### FAST FACTS 2015

Population	127.0 MILLION
2015 GDP	\$1,144 BILLION
GDP per Capita	\$9,010
GDP growth	2.5%

### TRADE OVERVIEW

Total Trade Through LACD	\$2.9 BILLION
Exports	\$1.9 BILLION
Imports	\$1.0 BILLION
Balance	\$0.9 BILLION

The Los Angeles Customs District's 20th largest trading partner in 2015 was Mexico with 0.7 percent of total district trade, totaling \$2.9 billion.

Exports to Mexico ranked fifteenth in value accounting for \$1.9 billion and imports ranked twenty-seventh at \$1 billion.

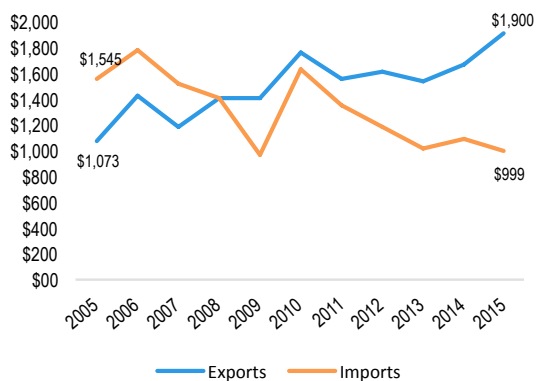
While Mexico's average tariff rate remains at 5.4 percent, several tariffs and non-tariff barriers have been lowered or removed through trade agreements like the North American Free Trade Agreement (NAFTA). The World Bank notes that the Mexican economy was weighed down by low oil prices and reduced oil production in 2015 which lowered revenues

from taxes and exports. The economy as a whole grew 2.5 percent in 2015, and real GDP is projected to exceed 3.0 percent in both 2016 and 2017.

These positive trends are tied to the depreciation of the peso, an improving construction sector, and a business climate enhanced by economic reforms. Mexico has the highest percentage of GDP accounted for by exports of goods to the U.S. compared of Latin American nations.

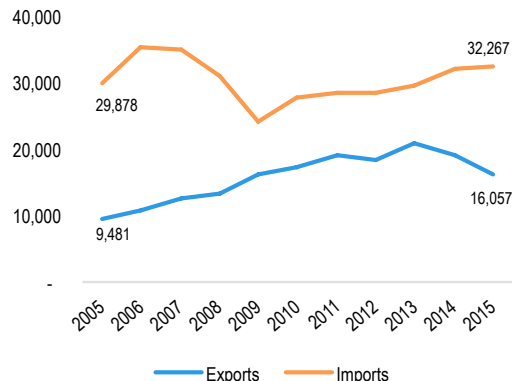
### MEXICO TRADE VALUES THROUGH LACD

(\$millions)



### MEXICO TRADE VOLUMES THROUGH LACD

(thousands of short tons)



## TOP EXPORTS TO MEXICO IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Electrical Machinery: Snd/TV Equip/Prts	\$537.9	51.4%	28.3%
Aircraft/Spacecraft/Parts Thereof	359.9	326.4%	18.9%
Industrial Machinery: including Computers	344.8	41.1%	18.1%
Mineral Fuels/Oil/Wax/etc	294.1	-51.1%	15.5%
Optic/Photo/Medic/Surg Instruments	100.4	4.1%	5.3%
Pharmaceutical Products	85.2	-8.7%	4.5%
Not Elsewhere Spec or Indicated	28.8	31.6%	1.5%
Salt/Sulfr/Earth/Stone/Cemnt Plastr	17.6	64.7%	0.9%
Misc. Chemical Products	17.1	-32.7%	0.9%
Natural Pearl/Precious Stone/Metal	12.7	79.5%	0.7%
All Other	101.7	-17.4%	5.4%
<b>Total Exports to Mexico</b>	<b>\$1,900.3</b>	<b>14.2%</b>	<b>100%</b>

## TOP IMPORTS FROM MEXICO IN 2015

Commodity	Total Value	% Δ from 2014	% of all imports
Mineral Fuels/Oil/Wax/etc	\$345.9	-38.2%	34.6%
Not Elsewhere Spec or Indicated	123.6	304.8%	12.4%
Electrical Machinery: Snd/TV Equip/Prts	102.5	8.8%	10.3%
Beverages, Spirits	80.7	1.4%	8.1%
Industrial Machinery: including Computers	77.6	-29.2%	7.8%
Misc. Base Metal	58.1	8.4%	5.8%
Vehicles and Parts	55.1	3835.4%	5.5%
Optic/Photo/Medic/Surg Instruments	34.0	8.5%	3.4%
Fruits and Nuts	16.0	68.8%	1.6%
Natural Pearl/Precious Stone/Metal	15.1	47.9%	1.5%
All Other	90.5	-16.0%	9.1%
<b>Total Imports from Mexico</b>	<b>\$999.0</b>	<b>-8.1%</b>	<b>100.0%</b>

Sources: U.S. Census Bureau, USA Trade district level data; analysis by LAEDC

# APPENDIX

## APPENDIX

# TRADE AGREEMENTS

The United States is a signatory to many international agreements governing trade, and continues to improve trade relationships across its partners while protecting intellectual property rights across nations, safeguarding environmental protections and labor conditions and rights.

## BILATERAL TRADE AGREEMENTS: SOUTH KOREA, AUSTRALIA AND SINGAPORE

The U.S. has entered into a number of bilateral free trade agreements in addition to the multilateral and regional agreements cited above, including trading partners Australia, Singapore and South Korea.

In March 2012, the U.S. and South Korea entered into a free trade agreement that the USTR estimated would add from \$10 billion to \$12 billion to annual GDP and \$10 billion to annual merchandise exports to South Korea.

The U.S. and Australia have had a bilateral trade agreement in effect since 2005, with a focus on the agricultural sector. Since the original agreement, the two countries have continued to collaborate on a range of issues including labor and the environment according to the USTR.

The U.S. has had a free trade agreement in place with Singapore since 2004 and, in recent years, trade discussions between the two countries have revolved around trade in textiles, telecommunications and the protection of intellectual property rights.

## DOMINICAN REPUBLIC-CENTRAL AMERICA FREE TRADE AGREEMENT CAFTA-DR

The Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) includes Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic and was fully implemented in 2009. The trade agreement eliminated tariffs and non-tariff barriers to total trade by building on unilateral trade preferences begun under the 1983 Caribbean Basin Initiative (CBI).

Beyond increased trade, the agreement was designed to promote economic stability and private investment in production and to protect workers' rights and conditions in member countries. According to the United States Trade

Representative (USTR), total goods trade between the U.S. and its CAFTA-DR partners increased from \$35 billion in 2005 to \$60 billion in 2013.

While the U.S. remains the agreement's dominant trade partner, intra-regional trade and trade between and China and CAFTA-DR members has increased significantly in recent years. Exports of CAFTA-DR Central American partners have also shifted toward higher-value added commodities such as electrical goods and medical equipment in recent years.

## NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)

The North American Free Trade Agreement (NAFTA) was established to eliminate tariffs and nontariff barriers between the U.S., Mexico and Canada, and to increase both trade and FDI flows across a number of different sectors over the course of 15 years.

The agreement's most significant changes took place in the textiles and apparel industries, the automotive industry and agriculture. While the agreement did not include labor or environmental provisions, subsequent side agreements on these issues were reached.

The effects of trade agreements on a nation's overall

growth are difficult to isolate, but since NAFTA's inception U.S. trade with its NAFTA partners has tripled, and Mexican exports to the U.S. have increased by five to eight percent per year. The USTR notes that since NAFTA entered into force, U.S. manufacturing exports to NAFTA partners have increased 258 percent and have resulted in a manufacturing trade surplus with Canada and Mexico.

Of note, both Canada and Mexico are participants in the Transpacific Partnership, which could influence the rules and market access commitments governing North American trade and investment.

## TRANS-PACIFIC PARTNERSHIP (TPP)

The TPP is a mega-regional trade agreement (MRTA) that aims to promote economic integration, liberalize trade and investment, reduce inconsistent regulations and improve intellectual property rights (IPR) protections among its member signatories.

Although, the TPP is designed increase future trade prospects and economic growth for all members, its impact on individual member nations will be affected by a number of factors, including country size, openness and existing trade relationships. The World Bank expects that the largest gains in GDP will accrue to the smaller, open member

economies such as Vietnam and Malaysia, and may benefit nations such as Japan and Singapore by improving supply chain integration, but significantly less impact to the economies of NAFTA members.

Proponents say the trade deal would deliver significant benefits by opening markets and establishing rules on commerce and investment that will help American workers and a broad array of U.S. industries. Opponents warn that it will hurt the environment, decrease U.S. employment and benefit mostly large multinational corporations.



## TRANSATLANTIC TRADE AND INVESTMENT PARTNERSHIP (T-TIP)

The T-TIP is a mega-regional trade agreement between the U.S. and European Union focused on issues such as agriculture, services and intellectual property. Originally announced in 2013, it is yet to be ratified.

Although both the U.S. and the European Union have relatively open markets and with more than \$1 trillion in flows of goods and services each year, the USTR suggests that the agreement will provide greater compatibility and transparency in trade and investment regulation, while

maintaining high levels of health, safety and environmental protection.

Areas the agreement seeks to strengthen and develop new rules for include intellectual property rights (IPR), digital trade and the environment. Although the proponents of the agreement point to a number of mutual benefits, the agreement could face challenges from disputes on issues like financial services, labor and the environment.

## EXHIBITS

Following are exhibits will additional details of data described in the narrative, including:

A1: Value of International Trade at U.S. Ports in 2015

A2: Value of International Total trade at the Nation's Largest Customs Districts 2005-2015

A3: Value of International Trade at U.S. Customs Districts in 2015

A4: Exports through the Ports of L.A., Long Beach and Los Angeles International Airport in 2015

A5: Imports through the Ports of L.A., Long Beach and Los Angeles International Airport in 2015

A6: Value of International Trade through Los Angeles Customs District by HS Commodity Classification in 2015

A7: Value of International Total trade through Los Angeles Customs Districts by Trading Partner in 2015

**EXHIBIT A-1****Value of International Trade at U.S. Ports in 2015**  
(\$millions)

	Total trade Value			Exports			Imports		
	2015	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	Share of LACD (%)
Los Angeles, CA	\$270,579.7	-7.1	7.2	\$31,725.1	-20.7	2.1	\$238,854.6	-5.0	10.7
Laredo, TX	204,428.8	2.7	5.5	91,775.6	0.1	6.1	112,653.2	4.9	5.0
JFK International Airport, NY	187,459.4	-3.4	5.0	91,552.3	-4.2	6.1	95,907.2	-2.6	4.3
Chicago, IL	173,395.6	-1.7	4.6	46,498.9	5.5	3.1	126,896.7	-4.2	5.7
Newark, NJ	172,061.1	0.3	4.6	13,824.1	-13.9	0.9	158,237.0	1.8	7.1
Detroit, MI	143,712.4	-4.6	3.8	73,781.5	-8.6	4.9	69,930.9	0.0	3.1
Houston, TX	136,309.9	-18.5	3.6	76,556.1	-16.9	5.1	59,753.8	-20.5	2.7
New Orleans, LA	113,752.9	-12.1	3.0	56,696.4	-11.0	3.8	57,056.6	-13.1	2.5
Los Angeles Inter- national Airport	101,373.0	5.5	2.7	49,874.7	1.7	3.3	51,498.3	9.4	2.3
Long Beach, CA	90,335.4	-13.4	2.4	31,193.4	-16.1	2.1	59,142.0	-11.9	2.6
Savannah, GA	89,630.2	9.4	2.4	27,931.9	-5.9	1.9	61,698.4	18.0	2.8
Port Huron, MI	87,690.5	-9.9	2.3	42,697.2	-12.3	2.8	44,993.3	-7.6	2.0
Buffalo-Niagara Fall, NY	87,539.3	-5.5	2.3	46,952.6	-4.4	3.1	40,586.7	-6.7	1.8
Charleston, SC	80,904.1	7.2	2.2	31,625.3	4.0	2.1	49,278.8	9.4	2.2
El Paso, TX	72,192.6	6.3	1.9	30,665.6	-1.1	2.0	41,527.0	12.5	1.9
Norfolk-Newport News, VA	71,898.7	0.3	1.9	28,672.3	-6.3	1.9	43,226.4	5.2	1.9
Low Value	62,815.6	-5.6	1.7	49,607.5	-9.7	3.3	13,208.1	13.4	0.6
Anchorage, AK	58,078.5	4.0	1.6	18,281.5	6.4	1.2	39,796.9	2.9	1.8
Dallas-Fort Worth, TX	54,433.8	-1.3	1.5	20,912.2	6.5	1.4	33,521.6	-5.7	1.5
Miami Internation- al Airport, FL	54,192.3	-14.2	1.4	32,733.6	-14.9	2.2	21,458.7	-13.0	1.0
San Francisco International Airport	53,001.6	-0.6	1.4	25,366.3	-7.6	1.7	27,635.4	6.7	1.2
Tacoma, WA	52,204.8	-0.4	1.4	10,044.9	-12.2	0.7	42,159.9	2.8	1.9
Baltimore, MD	51,167.2	-2.6	1.4	15,364.3	-17.4	1.0	35,802.9	5.6	1.6
Cleveland, OH	50,427.8	4.0	1.3	25,908.9	-1.2	1.7	24,519.0	10.0	1.1
New York, NY	47,593.3	-7.2	1.3	37,323.4	-5.9	2.5	10,269.9	-11.6	0.5
Oakland, CA	45,679.1	-8.9	1.2	17,945.5	-14.7	1.2	27,733.6	-4.6	1.2
Otay Mesa, CA	43,899.0	8.6	1.2	14,498.0	1.0	1.0	29,401.0	12.8	1.3

**EXHIBIT A-1 (CONTINUED)**

**Value of International Trade at U.S. Ports in 2015**  
(\$millions)

	Total trade Value .....			Exports .....			Imports .....		
	2015	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	Share of LACD (%)
Atlanta, GA	37,091.3	7.6	1.0	13,880.8	-1.0	0.9	23,210.5	13.5	1.0
Everett, WA	31,990.0	16.9	0.9	29,849.5	16.1	2.0	2,140.6	30.2	0.1
Hidalgo, TX	29,998.0	-1.8	0.8	10,757.4	-5.6	0.7	19,240.6	0.4	0.9
Nogales, AZ	27,907.3	3.9	0.7	11,500.4	8.5	0.8	16,406.9	0.8	0.7
Blaine, WA	27,108.2	-5.0	0.7	15,446.8	-10.8	1.0	11,661.4	3.8	0.5
Champlain-Rous- es Point, NY	26,305.5	-1.5	0.7	9,817.8	-7.1	0.7	16,487.7	2.2	0.7
Eagle Pass, TX	26,202.4	6.7	0.7	8,007.5	3.3	0.5	18,194.9	8.3	0.8
Miami, FL	25,272.3	5.7	0.7	10,302.3	-3.5	0.7	14,970.0	13.2	0.7
Port Everglades, FL	25,215.4	-7.1	0.7	13,239.0	-2.9	0.9	11,976.4	-11.4	0.5
Seattle-Tacoma International Airport	24,890.9	18.9	0.7	16,697.6	26.5	1.1	8,193.3	6.0	0.4
Jacksonville, FL	24,084.5	2.9	0.6	8,222.3	-24.5	0.5	15,862.1	26.7	0.7
Pembina, ND	23,677.7	-17.1	0.6	13,859.2	-22.1	0.9	9,818.5	-8.8	0.4
Philadelphia, PA	23,055.8	-6.1	0.6	4,265.0	-19.2	0.3	18,790.7	-2.6	0.8
Santa Teresa, NM	22,710.1	12.7	0.6	10,299.6	4.4	0.7	12,410.5	20.7	0.6
Seattle, WA	22,667.2	1.5	0.6	7,156.7	-10.0	0.5	15,510.5	7.8	0.7
Brunswick, GA	20,404.0	-3.2	0.5	5,885.0	6.6	0.4	14,519.0	-6.7	0.6
Port Arthur, TX	18,495.4	-44.0	0.5	6,463.1	-30.8	0.4	12,032.4	-49.2	0.5
San Juan Interna- tional Airport, PR	18,197.9	-2.7	0.5	10,593.5	-1.9	0.7	7,604.3	-3.9	0.3
Gramercy, LA	17,957.0	-23.1	0.5	13,619.2	-22.7	0.9	4,337.8	-24.0	0.2
Corpus Christi, TX	17,226.4	-31.1	0.5	10,235.8	-15.3	0.7	6,990.6	-45.9	0.3
Logan Airport, MA	17,109.5	33.6	0.5	5,978.5	0.6	0.4	11,130.9	62.2	0.5
Portal, ND	16,946.1	-21.3	0.5	10,543.7	-23.0	0.7	6,402.4	-18.2	0.3
Honolulu Interna- tional Airport, HI	16,786.1	8.3	0.4	13,122.7	12.6	0.9	3,663.4	-4.9	0.2
<i>All Other U.S. Ports</i>	<i>548,205.4</i>	<i>-15.7%</i>	<i>14.6</i>	<i>204,845.1</i>	<i>-10.4</i>	<i>13.6</i>	<i>343,360.3</i>	<i>-18.6</i>	<i>15.3</i>
<b>Total All Districts</b>	<b>\$3,746,261</b>	<b>-5.6%</b>	<b>100.0</b>	<b>\$1,504,597</b>	<b>-7.2%</b>	<b>100.0</b>	<b>\$2,241,664</b>	<b>-4.5%</b>	<b>100.0</b>

Source: USA Trade Online, U.S. Census Bureau, HS (Harmonized System) Port-Level Data.  
Export and general imports (cargo unloaded in each port)

**EXHIBIT A-2**

**Value of International Two-Way Trade at the Nation's Largest Customs Districts, 2005-2015**  
(\$billions)

Rank	Custom District	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	% of U.S. 2015
1	Los Angeles	\$293.9	\$329.4	\$349.0	\$357.1	\$282.5	\$347.9	\$387.5	\$403.9	\$414.7	\$417.8	\$393.8	10.5%
2	New York City	267.6	295.0	323.7	353.3	266.6	326.8	388.4	381.9	379.0	386.8	369.9	9.9%
3	Laredo, TX	139.3	157.3	167.3	174.7	146.8	185.7	216.3	239.1	253.2	279.8	284.3	7.6%
4	Detroit, MI	229.9	239.6	249.0	236.5	171.0	219.2	245.1	253.2	253.6	261.8	244.2	6.5%
5	Chicago, IL	108.6	120.7	132.9	153.6	128.2	161.4	176.6	187.5	192.6	210.7	201.6	5.4%
6	New Orleans, LA	130.4	152.8	175.8	216.9	151.2	194.4	234.5	243.6	235.0	233.9	199.7	5.3%
7	Houston-Galveston	136.5	162.2	185.3	240.9	167.5	211.4	268.4	273.9	251.7	252.5	196.4	5.2%
8	Seattle, WA	95.8	109.1	119.7	120.6	101.6	111.1	128.6	138.8	144.0	152.5	154.8	4.1%
9	Savannah, GA	72.5	82.5	93.8	101.1	87.2	109.1	126.5	132.3	129.5	141.8	148.6	4.0%
10	Cleveland, OH	69.8	77.5	83.6	94.2	77.2	94.6	109.4	118.7	122.6	131.7	129.6	3.5%
<b>U.S. Total</b>		<b>\$2,574.5</b>	<b>\$2,879.9</b>	<b>\$3,105.2</b>	<b>\$3,391.1</b>	<b>\$2,615.7</b>	<b>\$3,192.4</b>	<b>\$3,690.5</b>	<b>\$3,822.1</b>	<b>\$3,846.8</b>	<b>\$3,968.2</b>	<b>\$3,746.3</b>	<b>100%</b>

Source: US Census Bureau, USA Trade Online, district-level data  
Exports and general imports (cargo unloaded in each CD)

**EXHIBIT A-3**

**Value of International Trade at U.S. Customs Districts in 2015**  
(\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Los Angeles, CA	\$393.8	\$417.8	-5.7	10.5	\$114.3	-10.8	\$279.5	-3.5	-\$165.2
New York City, NY	369.9	386.8	-4.4	9.9	143.8	-6.1	226.2	-3.2	-82.4
Laredo, TX	284.3	279.8	1.6	7.6	121.6	-1.4	162.7	3.9	-41.1
Detroit, MI	244.2	261.8	-6.7	6.5	119.7	-10.0	124.5	-3.4	-4.8
Chicago, IL	201.6	210.7	-4.3	5.4	46.7	5.7	154.9	-7.0	-108.3
New Orleans, LA	199.7	233.9	-14.6	5.3	84.9	-15.1	114.8	-14.3	-29.9
Houston-Galveston, TX	196.4	252.5	-22.2	5.2	110.3	-15.6	86.2	-29.3	24.1
Seattle, WA	154.8	152.5	1.5	4.1	87.9	2.9	66.9	-0.4	20.9
Savannah, GA	148.6	141.8	4.8	4.0	47.7	-3.1	100.9	9.0	-53.2
Cleveland, OH	129.6	131.7	-1.6	3.5	33.9	0.7	95.7	-2.4	-61.8
San Francisco, CA	117.9	129.3	-8.8	3.1	47.9	-12.2	70.0	-6.3	-22.1
Miami, FL	106.9	116.2	-8.1	2.9	58.6	-10.6	48.3	-4.8	10.3
El Paso, TX	97.9	91.2	7.4	2.6	41.3	0.1	56.6	13.4	-15.2
Buffalo, NY	88.6	93.9	-5.7	2.4	47.0	-4.4	41.6	-7.1	5.4
Charleston, SC	78.9	74.7	5.6	2.1	31.7	4.1	47.2	6.7	-15.4
Dallas-Fort Worth, TX	73.9	77.4	-4.6	2.0	21.9	6.3	52.0	-8.6	-30.0
Philadelphia, PA	71.8	72.8	-1.5	1.9	15.8	-12.1	56.0	2.0	-40.1
San Diego, CA	70.2	64.2	9.4	1.9	22.7	2.6	47.5	13.0	-24.8
Low Value	66.9	66.6	0.5	1.8	53.7	-2.2	13.2	13.4	40.5
Norfolk, VA	63.2	63.7	-0.7	1.7	28.8	-6.3	34.4	4.5	-5.6
Baltimore, MD	52.4	54.2	-3.4	1.4	15.6	-17.1	36.8	4.0	-21.2
Ogdensburg, NY	46.4	47.8	-3.1	1.2	17.2	-6.0	29.1	-1.3	-11.9
Pembina, ND	42.9	52.8	-18.9	1.1	25.6	-21.6	17.3	-14.5	8.3
Tampa, FL	40.5	37.3	8.7	1.1	14.7	-9.5	25.8	22.7	-11.2
Great Falls, MT	38.9	48.4	-19.6	1.0	14.3	-22.3	24.5	-17.9	-10.2
San Juan, PR	37.4	41.2	-9.4	1.0	17.3	-1.2	20.1	-15.5	-2.8
Nogales, AZ	36.4	34.7	4.8	1.0	14.8	7.3	21.5	3.1	-6.7
Anchorage, AK	35.6	32.5	9.5	1.0	18.7	4.8	16.9	15.2	1.9
Mobile, AL	33.4	36.9	-9.5	0.9	10.6	-12.0	22.9	-8.3	-12.3
Boston, MA	32.6	30.8	6.0	0.9	7.4	-3.1	25.2	9.0	-17.9

**EXHIBIT A-3 (CONTINUED)**

**Value of International Trade at U.S. Customs Districts in 2015**  
(\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Port Arthur, TX	26.8	45.7	-41.4	0.7	12.5	-22.1	14.3	-51.8	-1.8
Columbia-Snake	24.4	28.6	-14.5	0.7	12.2	-19.7	12.3	-8.7	-0.1
St. Louis, MO	18.8	22.6	-16.6	0.5	1.6	58.1	17.2	-20.1	-15.6
Portland, ME	18.2	20.9	-12.8	0.5	4.3	-17.6	13.9	-11.3	-9.6
Wilmington, NC	18.1	18.5	-2.3	0.5	4.9	-7.6	13.2	-0.2	-8.4
Honolulu, HI	18.0	17.5	2.4	0.5	13.9	10.8	4.1	-18.8	9.9
Minneapolis, MN	15.2	19.8	-23.2	0.4	2.6	-6.4	12.6	-25.9	-10.0
Duluth, MN	13.9	15.6	-10.8	0.4	5.0	-9.2	8.9	-11.7	-4.0
Washington, DC	12.2	12.0	1.7	0.3	5.1	-5.1	7.1	7.4	-1.9
St. Albans, VT	11.4	12.9	-11.5	0.3	2.1	-23.8	9.3	-8.1	-7.2
Providence, RI	8.8	8.8	-0.5	0.2	0.2	-48.8	8.5	2.2	-8.3
Norfolk/Mobile, Charleston	3.2	5.4	-41.3	0.1	3.2	-41.3			3.2
Milwaukee, WI	1.3	1.5	-11.3	0.0	0.3	16.1	1.0	-16.9	-0.7
U.S. Virgin Islands	0.3	2.1	-86.9	0.0	0.1	-90.6	0.1	-79.2	0.0
Mail Shipments	0.2	0.2	-10.8	0.0	0.2	-10.8			0.2
Vessels Under Own Power	0.0	0.0	-35.5	0.0	0.0	6.0	0.0	-82.2	0.0
<b>Total All Districts</b>	<b>\$3,746,261</b>	<b>\$3,968,217</b>	<b>-5.6%</b>	<b>100.0%</b>	<b>\$1,504,597</b>	<b>-7.2%</b>	<b>\$2,241,664</b>	<b>-4.5%</b>	<b>-\$737,066.2</b>

Source: U.S. Census Bureau, USA Trade Online, HS (Harmonized System) district-level data.  
Exports and general imports (cargo unloaded in each CD)

**EXHIBIT A-4**

Exports through the Ports of L.A., Long Beach and Los Angeles International Airport in 2015

HS Commodity Classification	Total Value (\$millions)			Total Shipping Weight (Short Tons)		
	POLA	POLB	LAX	POLA	POLB	LAX
Industrial Machinery: Incl Computers	\$4,597.5	\$4,430.3	\$6,413.7	281,204	262,396	51,765
Plastics and Plastic Articles	2,571.6	1,870.5	439.2	945,133	1,329,141	13,886
Electrical Machinery: Sound/TV Equip/ Parts	1,699.1	1,542.7	10,973.5	96,369	94,071	50,774
Vehicles and Parts	1,507.8	2,812.0	456.6	176,072	249,187	8,807
Misc. Chemical Products	1,153.7	845.0	991.0	226,849	181,717	9,433
Fruits and Nuts	1,068.6	1,286.9	204.9	416,928	489,370	52,947
Optic/Photo/Medic/Surgical Instruments	994.1	699.1	6,540.4	32,543	23,422	24,689
Organic Chemicals	922.1	635.8	208.2	259,758	150,071	5,865
Aluminum and Articles	750.0	698.2	176.4	280,878	341,106	10,735
Oil Seeds & Grains	692.9	638.6	133.1	1,830,879	1,688,857	2,957
Misc. Edible Preparations	682.3	600.4	329.2	117,552	117,155	17,726
Essential Oils, Cosmetics	585.0	464.0	371.2	60,712	48,882	15,119
Iron and Steel Articles	468.6	468.2	347.9	90,564	85,304	17,374
Toys/Sports Equip/Parts Thereof	279.1	234.8	297.9	23,890	20,189	5,351
Aircraft/Spacecraft/Parts Thereof	264.6	566.1	6,840.1	3,482	6,629	15,571
All Other Commodities	13,488.0	13,400.7	15,151.3	13,683,371	19,090,253	168,334
<b>Total Exports by Port/Airport</b>	<b>\$31,725.1</b>	<b>\$31,193.4</b>	<b>\$49,874.7</b>	<b>18,526,183</b>	<b>24,177,751</b>	<b>471,333</b>

Source: U.S. Census Bureau, USA Trade Online, HS port-level data, total exports

**EXHIBIT A-5**

Imports through the Ports of L.A., Long Beach and Los Angeles International Airport in 2015

HS Commodity Classification	Total Value (\$millions)			Total Shipping Weight (Short Tons)		
	POLA	POLB	LAX	POLA	POLB	LAX
Electrical Machinery: Sound/TV Equip/ Parts	\$40,171.2	\$10,843.9	\$15,656.4	3,499,033	1,076,054	118,042
Industrial Machinery: Incl Computers	37,139.9	12,396.7	13,996.9	3,525,420	1,494,895	132,328
Vehicles and Parts	24,633.9	2,255.8	463.5	3,122,759	535,327	15,844
Apparel/Accessories: Knit/Crochet	13,661.0	1,698.7	891.2	1,173,417	142,678	47,677
Furniture	11,990.6	3,925.6	159.3	3,662,711	1,240,519	8,584
Footwear and Parts Thereof	11,725.0	2,548.1	355.0	1,011,330	220,613	16,857
Apparel/Accessories: Not Knit/Crochet	9,595.7	1,479.9	1,138.4	728,870	113,920	45,386
Toys/Sports Equip/Parts Thereof	8,644.4	2,671.6	457.3	1,370,177	353,802	13,514
Plastics and Plastic Articles	7,365.0	2,129.3	289.2	2,347,047	663,005	18,480
Iron and Steel Articles	5,784.2	1,822.1	92.3	2,518,126	831,389	5,282
Leather Art, Saddlery, etc.	4,205.0	955.6	650.4	426,268	115,614	15,393
Optic/Photo/Medic/Surgical Instruments	4,091.9	980.3	3,427.7	199,924	52,105	20,622
Organic Chemicals	2,639.0	891.0	382.2	635,747	215,375	2,201
Misc. Base Metal	2,426.0	624.7	55.2	508,467	169,730	2,410
Metal Tools/Cutlery/etc.	1,701.7	565.4	128.1	253,998	88,003	3,159
<i>All Other Commodities</i>	53,080.2	13,353.3	13,355.2	41,445,326	13,555,725	151,116
<b>Total Exports by Port/Airport</b>	<b>\$238,854.6</b>	<b>\$59,142.0</b>	<b>\$51,498.3</b>	<b>66,428,619</b>	<b>20,868,754</b>	<b>616,895</b>

Source: U.S. Census Bureau, USA Trade Online, HS port-level data, general imports



**EXHIBIT A-6**

**Value of International Trade through Los Angeles Customs District by HS Commodity Classification in 2015**  
(\$millions)

HS Commodity	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Electrical Machinery: Sound/TV Equip	\$66,169.8	\$63,524.2	4.2	16.8	\$14,316.7	1.1	\$51,853.0	5.0	-\$37,536.3
Industrial Machinery: Incl Computers	62,611.7	69,822.1	-10.3	15.9	15,559.3	-9.0	47,052.4	-10.8	-31,493.0
Vehicles and Parts	33,584.8	33,038.7	1.7	8.5	5,470.3	-22.5	28,114.5	8.2	-22,644.1
Apparel/Accessories: Knit/Crochet	15,245.8	16,161.5	-5.7	3.9	378.1	2.0	14,867.7	-5.8	-14,489.6
Natural Pearl/Precious Stone/Metal	14,918.0	14,457.5	3.2	3.8	9,356.0	14.0	5,562.0	-11.0	3,794.1
Optic/Photo/Medic/Surg Instruments	14,829.7	15,056.1	-1.5	3.8	8,302.3	-4.4	6,527.4	2.5	1,775.0
Mineral Fuels/Oil/Wax/etc.	13,878.5	22,480.3	-38.3	3.5	1,639.1	-39.5	12,239.4	-38.1	-10,600.2
Footwear and Parts Thereof	13,298.5	12,838.4	3.6	3.4	208.2	-13.5	13,090.3	3.9	-12,882.1
Furniture	12,212.6	11,567.5	5.6	3.1	784.2	-1.2	11,428.4	6.1	-10,644.2
Plastics and Plastic Articles	10,861.9	12,408.0	-12.5	2.8	4,899.9	-21.3	5,962.0	-3.5	-1,062.0
Apparel/Accessories: Not Knit/Crochet	10,811.8	11,249.6	-3.9	2.7	336.7	-4.8	10,475.1	-3.9	-10,138.3
Toys/Sports Equip/Parts Thereof	9,896.7	10,064.2	-1.7	2.5	817.6	-8.3	9,079.1	-1.0	-8,261.5
Aircraft/Spacecraft/Parts Thereof	8,571.1	11,076.2	-22.6	2.2	7,735.6	-23.9	835.5	-8.1	6,900.1
Rubber and Rubber Articles	6,533.6	7,193.1	-9.2	1.7	989.6	-29.3	5,544.0	-4.3	-4,554.4
Pharmaceutical Products	5,046.7	5,290.9	-4.6	1.3	1,859.1	4.5	3,187.6	-9.2	-1,328.5
Iron and Steel Articles	4,956.8	5,153.6	-3.8	1.3	1,287.9	-14.8	3,668.9	0.7	-2,381.0
Leather Art, Saddlery, etc.	4,877.0	4,639.0	5.1	1.2	278.0	3.2	4,599.1	5.2	-4,321.1
Not Elsewhere Spec or Indicated	4,198.1	3,994.7	5.1	1.1	941.7	-13.2	3,256.5	11.9	-2,314.8
Misc. Chemical Products	4,054.6	4,354.5	-6.9	1.0	2,997.2	-10.2	1,057.4	4.0	1,939.8
Fruits & Nuts	3,944.7	4,193.2	-5.9	1.0	2,617.3	-9.7	1,327.4	2.5	1,290.0
Organic Chemicals	3,778.7	4,211.2	-10.3	1.0	1,771.0	-12.4	2,007.7	-8.3	-236.7
Meat and edible meat	3,697.0	4,355.7	-15.1	0.9	2,731.4	-20.5	965.6	5.1	1,765.8
Other Textile Art	3,196.7	3,157.6	1.2	0.8	174.5	-6.3	3,022.2	1.7	-2,847.7
Iron and Steel	2,988.5	4,087.1	-26.9	0.8	1,224.6	-30.7	1,763.9	-24.0	-539.3
Aluminum and Articles	2,957.0	2,957.9	0.0	0.8	1,629.5	-4.7	1,327.6	6.4	301.9
Fish	2,708.0	3,208.9	-15.6	0.7	117.9	-24.4	2,590.2	-15.2	-2,472.3
Essential Oils, Cosmetics	2,530.7	2,524.9	0.2	0.6	1,433.9	-0.6	1,096.8	1.3	337.1
Beverages, Spirits	2,253.7	2,109.3	6.8	0.6	426.5	8.9	1,827.1	6.4	-1,400.6
Paper and Paper Products	2,177.9	2,344.8	-7.1	0.6	631.9	-11.4	1,546.0	-5.2	-914.0
Cotton: Yarn/Fabric/etc.	2,087.3	2,286.1	-8.7	0.5	1,774.8	-9.4	312.5	-4.5	1,462.4

**EXHIBIT A-6 (CONTINUED)**

**Value of International Trade through Los Angeles Customs District by HS Commodity Classification in 2015**  
(\$millions)

HS Commodity	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Misc. Edible Preparations	2,085.5	2,072.1	0.6	0.5	1,620.4	0.3	465.1	2.0	1,155.3
Misc. Base Metal	2,084.1	2,057.8	1.3	0.5	305.6	0.6	1,778.5	1.4	-1,472.9
Wood and Wood Articles	1,903.5	1,914.4	-0.6	0.5	345.1	-18.7	1,558.4	4.6	-1,213.3
Oil Seeds & Grains	1,807.2	2,058.9	-12.2	0.5	1,465.6	-13.6	341.6	-5.7	1,124.0
Inorganic Chemicals	1,766.1	2,302.8	-23.3	0.4	1,456.0	-24.2	310.1	-18.6	1,145.9
Metal Tools/Cutlery/etc.	1,716.1	1,770.0	-3.0	0.4	233.9	-13.8	1,482.2	-1.1	-1,248.3
Food Industry Residues/Waste	1,646.9	1,993.3	-17.4	0.4	1,500.4	-18.6	146.5	-1.8	1,354.0
Glass and Glassware	1,633.4	1,579.6	3.4	0.4	634.2	-10.5	999.1	14.7	-364.9
Raw Hides, Skins, Leather	1,605.6	1,925.3	-16.6	0.4	1,559.1	-16.5	46.5	-19.3	1,512.5
Meat and Fish Preparations	1,460.1	1,554.7	-6.1	0.4	214.2	-11.3	1,245.9	-5.1	-1,031.8
Copper and Articles	1,430.4	1,993.3	-28.2	0.4	1,166.9	-30.4	263.5	-17.1	903.4
Prep Veg/Fruit/Nut/Other Plant Parts	1,422.3	1,341.4	6.0	0.4	558.9	8.7	863.3	4.4	-304.4
Art: Stone/Plaster/Cement/etc.	1,366.5	1,299.8	5.1	0.3	309.6	1.3	1,057.0	6.3	-747.4
Works of Art/Collectibles/Antiques	1,326.9	1,215.8	9.1	0.3	565.1	-6.2	761.8	24.3	-196.7
Arms and Ammunition	1,242.7	925.6	34.3	0.3	1,032.4	47.7	210.3	-7.2	822.1
Soap, Wax, Polish, Dental	1,231.5	1,357.3	-9.3	0.3	901.9	-14.0	329.6	6.6	572.4
Misc. Manufactured Articles	1,122.3	1,051.4	6.7	0.3	125.1	10.9	997.2	6.2	-872.1
Wood Pulp/Paper Waste/Scrap	1,115.9	1,195.3	-6.6	0.3	1,115.2	-6.6	0.7	-53.9	1,114.4
Ceramic Products	1,065.5	1,008.6	5.6	0.3	88.5	-15.7	977.0	8.1	-888.4
Dairy products	957.7	1,700.9	-43.7	0.2	796.2	-48.6	161.5	6.3	634.7
Printed Books/Newspapers/etc.	872.0	868.9	0.4	0.2	228.8	-9.9	643.2	4.6	-414.4
Tanning/Dye Extracts/Paint/Inks/etc.	794.6	904.4	-12.1	0.2	617.6	-13.1	177.0	-8.6	440.6
Headgear and Parts Thereof	784.9	743.9	5.5	0.2	21.3	-15.6	763.6	6.3	-742.3
Prep Cereal/Flour/Bakers/Wares	777.4	755.2	2.9	0.2	297.9	-0.3	479.5	5.0	-181.7
Clocks/Watches/Parts Thereof	703.2	565.3	24.4	0.2	82.6	9.7	620.5	26.6	-537.9
Other Base Metals and Articles	674.0	754.5	-10.7	0.2	449.2	-6.3	224.9	-18.3	224.3
Modified Starch/Glue/Enzymes	659.1	708.0	-6.9	0.2	419.1	-10.8	240.1	0.9	179.0
Knit and Crochet Fabrics	649.6	623.4	4.2	0.2	148.6	29.4	501.0	-1.5	-352.5
Music Instruments/Parts/Accessories	541.2	581.0	-6.8	0.1	135.7	-8.7	405.5	-6.2	-269.8
Prep Feather/Down/Art'l Flowers/etc	490.3	441.1	11.2	0.1	16.6	8.1	473.7	11.3	-457.2

**EXHIBIT A-6 (CONTINUED)**

**Value of International Trade through Los Angeles Customs District by HS Commodity Classification in 2015**  
(\$millions)

HS Commodity	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Photog or Cinemat Goods	457.5	332.1	37.7	0.1	337.9	50.3	119.6	11.4	218.3
Coffee, Tea, Spices	443.0	462.6	-4.2	0.1	48.3	6.7	394.7	-5.4	-346.4
Other Animal Products	435.6	495.5	-12.1	0.1	226.0	-11.6	209.6	-12.6	16.4
Animal/Vegetable Fats/Oils/etc	432.6	414.6	4.3	0.1	77.9	-8.8	354.7	7.7	-276.7
Vegetables	405.1	391.2	3.6	0.1	200.9	-17.8	204.3	39.0	-3.4
Cereals	404.1	524.7	-23.0	0.1	213.2	-25.5	190.9	-20.0	22.3
Rail/Tram/Traffic Signal Equip	403.6	427.3	-5.5	0.1	101.0	-14.2	302.6	-2.2	-201.6
Nickel and Articles	388.4	458.0	-15.2	0.1	320.0	-16.1	68.4	-10.8	251.6
Carpets/Textile Floor Coverings	380.1	398.4	-4.6	0.1	18.7	-35.6	361.5	-2.1	-342.8
Sugars/Sugar Confectionery	354.6	422.7	-16.1	0.1	200.9	-26.0	153.7	1.7	47.1
Mnmde Stpl Fibrs: Yarn/Fabric/etc	339.2	347.8	-2.5	0.1	31.8	-21.0	307.4	-0.1	-275.6
Text Fabrics for Industrial Use	333.6	360.7	-7.5	0.1	117.6	-11.0	216.0	-5.5	-98.3
Explosives/Pyro Alloys/Matches	304.5	273.5	11.3	0.1	182.2	10.0	122.3	13.3	59.9
Wadding/Felt, Twine/Ropes, etc.	262.8	327.5	-19.8	0.1	93.0	-38.4	169.7	-3.9	-76.7
Manmde Filmnts: Yarn/Fabric/etc	257.3	281.9	-8.7	0.1	23.1	-34.7	234.2	-5.0	-211.0
Cocoa and Cocoa Preparations	251.9	259.8	-3.0	0.1	191.8	0.4	60.1	-12.7	131.7
Salt/Sulfr/Earth/Stone/Cemnt Plastr	251.1	266.7	-5.8	0.1	203.6	-6.3	47.5	-3.6	156.2
Gums and Resins	203.9	200.2	1.9	0.1	66.5	-2.9	137.4	4.3	-70.9
Ships/Boats/Floating Structures	197.6	197.0	0.3	0.1	128.9	-10.4	68.7	29.2	60.2
Spclty Wov Fabrc: Lace/Tpstry/etc	172.3	173.2	-0.5	0.0	31.3	-2.2	141.0	-0.1	-109.7
Umbrlls/Wlkng Aids/Rdng-crops/etc	160.1	175.9	-9.0	0.0	1.2	-35.9	158.9	-8.7	-157.7
Milling Prodcnts/Malt/Wheat/etc	151.9	178.3	-14.8	0.0	42.3	-17.1	109.5	-13.9	-67.2
Fertilizers	140.7	131.4	7.1	0.0	65.8	8.0	74.8	6.3	-9.0
Trees, Plants	134.0	120.6	11.1	0.0	5.3	10.2	128.7	11.2	-123.4
Straw Goods/Baskets/Wickerwrk	125.7	128.2	-1.9	0.0	0.5	-20.1	125.2	-1.9	-124.7
Ores, Slag and Ash	118.0	451.8	-73.9	0.0	90.5	-74.7	27.5	-70.9	63.1
Zinc and Articles	91.4	110.5	-17.3	0.0	47.3	-22.1	44.1	-11.5	3.2
Tobacco and Substitutes	56.5	49.0	15.2	0.0	10.5	-21.7	46.0	29.0	-35.6
Live animals	52.1	57.2	-8.9	0.0	28.5	-23.6	23.7	18.4	4.8
Furskins and Artificial Fur	49.5	50.0	-1.0	0.0	3.8	-6.2	45.7	-0.6	-41.9

**EXHIBIT A-6 (CONTINUED)**

**Value of International Trade through Los Angeles Customs District by HS Commodity Classification in 2015**  
(\$millions)

HS Commodity	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Lead and Articles	45.4	61.9	-26.7	0.0	24.8	-49.7	20.6	63.3	4.2
Veg Fiber/Paper: Yarn/Fabric/etc	33.0	30.1	9.4	0.0	1.0	-35.9	32.0	12.0	-30.9
Wool/Animal Hair: Yarn/Fabric/etc	26.0	25.9	0.3	0.0	15.5	8.9	10.5	-10.2	5.0
Other Vegetable Products	25.4	22.3	14.0	0.0	4.3	-14.6	21.1	22.4	-16.7
Tin and Articles	21.8	38.6	-43.6	0.0	6.5	-33.8	15.3	-47.0	-8.7
Silk: Yarn/Fabric/etc	16.2	18.7	-13.5	0.0	1.3	-5.7	14.9	-14.1	-13.6
Cork and Cork Articles	15.9	14.8	6.8	0.0	0.9	-50.8	15.0	14.8	-14.1
<b>Total All Districts</b>	<b>\$3,746,261</b>	<b>\$3,968,217</b>	<b>-5.6%</b>	<b>100.0%</b>	<b>\$1,504,597</b>	<b>-7.2%</b>	<b>\$2,241,664</b>	<b>-4.5%</b>	<b>100.0%</b>

Source: USA Trade Online, U.S. Census Bureau, HS (Harmonized System) District-Level Data. Exports and General Imports (cargo unloaded in each CD)

**EXHIBIT A-7****Value of International Total trade through Los Angeles Customs District by Trading Partner in 2015**

Top 100 Trading Partners (\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
China	\$159.0	\$166.4	-4.5	40.4	\$22.5	-15.9	\$136.5	-2.3	-\$114.0
Japan	38.4	40.3	-4.6	9.8	13.7	-6.4	24.7	-3.6	-11.0
Korea, South	23.7	23.8	-0.6	6.0	10.3	-5.8	13.3	3.9	-3.0
Taiwan	16.3	17.0	-4.2	4.1	6.3	-16.4	9.9	5.5	-3.6
Vietnam	13.5	12.9	4.6	3.4	2.1	13.3	11.4	3.2	-9.3
Germany	11.7	11.3	3.4	3.0	2.7	-2.1	8.9	5.3	-6.2
Thailand	10.7	10.5	2.0	2.7	2.4	-13.2	8.3	7.5	-5.9
Hong Kong	10.2	9.6	5.9	2.6	9.0	6.8	1.2	-0.6	7.9
India	9.8	10.0	-1.7	2.5	4.2	8.4	5.7	-8.0	-1.5
Australia	8.2	9.3	-11.4	2.1	6.4	-14.5	1.8	2.1	4.6
Malaysia	7.7	7.2	6.1	1.9	1.8	-16.2	5.8	15.8	-4.0
Indonesia	6.9	8.1	-14.5	1.7	1.4	-24.1	5.5	-11.6	-4.0
United Kingdom	6.7	5.9	14.3	1.7	2.9	5.9	3.8	21.6	-0.9
Singapore	6.7	7.3	-8.6	1.7	4.1	-21.4	2.6	23.1	1.5
Philippines	4.9	5.3	-8.6	1.2	1.3	-23.3	3.5	-1.5	-2.2
Italy	3.5	3.6	-1.3	0.9	1.0	-1.0	2.6	-1.4	-1.6
Netherlands	3.4	3.9	-11.8	0.9	2.4	-9.0	1.0	-18.1	1.5
Switzerland	3.2	3.1	3.9	0.8	2.2	0.3	1.0	12.5	1.1
France	3.1	3.2	-3.0	0.8	1.3	-6.6	1.8	-0.2	-0.5
Mexico	2.9	2.8	5.4	0.7	1.9	14.2	1.0	-8.1	0.9
Israel	2.7	3.3	-18.5	0.7	1.3	-18.9	1.4	-18.1	-0.2
Saudi Arabia	2.7	3.3	-18.7	0.7	0.6	-4.9	2.1	-21.6	-1.6
Ecuador	2.6	3.7	-28.0	0.7	0.1	-71.0	2.6	-23.8	-2.5
Ireland	2.5	2.4	2.2	0.6	0.5	18.2	1.9	-1.5	-1.4
Colombia	1.9	2.0	-4.1	0.5	0.3	-19.4	1.6	-1.1	-1.4
Brazil	1.9	2.3	-18.2	0.5	0.5	-26.0	1.4	-15.2	-1.0
Belgium	1.9	2.3	-18.4	0.5	1.2	-17.7	0.6	-19.9	0.6
New Zealand	1.8	1.9	-5.6	0.4	1.0	-12.9	0.8	6.1	0.2
Chile	1.6	3.0	-47.7	0.4	0.6	-69.1	1.0	-6.5	-0.3
Cambodia	1.5	1.5	-5.4	0.4	0.2	15.2	1.3	-7.8	-1.1

**EXHIBIT A-7 (CONTINUED)****Value of International Total trade through Los Angeles Customs District by Trading Partner in 2015**

Top 100 Trading Partners (\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Bangladesh	1.3	1.1	15.4	0.3	0.1	0.4	1.2	16.9	-1.1
Spain	1.3	1.2	7.6	0.3	0.3	17.8	0.9	4.1	-0.6
Canada	1.2	2.8	-56.7	0.3	0.2	-39.9	1.0	-59.0	-0.8
United Arab Emirates	1.1	1.1	3.7	0.3	1.0	0.3	0.2	24.5	0.8
Russia	1.0	1.4	-28.5	0.3	0.3	-27.0	0.7	-29.0	-0.5
Iraq	0.9	5.6	-83.9	0.2	0.1	83.1	0.8	-85.4	-0.7
Kuwait	0.8	0.2	392.6	0.2	0.1	-2.7	0.7	1,351.8	-0.6
Austria	0.8	0.8	1.1	0.2	0.2	22.4	0.7	-2.9	-0.5
Guatemala	0.8	0.9	-11.1	0.2	0.3	-7.7	0.5	-12.8	-0.2
Angola	0.8	1.5	-44.6	0.2	0.0	-66.6	0.8	-44.3	-0.8
Turkey	0.8	0.8	-5.6	0.2	0.3	-18.6	0.4	8.7	-0.1
Peru	0.7	1.1	-35.2	0.2	0.3	-14.1	0.4	-44.2	-0.1
Sweden	0.6	0.6	7.3	0.2	0.2	-16.8	0.5	18.8	-0.3
South Africa	0.6	0.6	7.8	0.2	0.3	1.3	0.4	12.9	-0.1
Pakistan	0.6	0.6	0.0	0.2	0.1	8.8	0.5	-2.5	-0.3
Costa Rica	0.6	0.8	-24.5	0.1	0.3	-35.9	0.3	-11.4	-0.1
Nicaragua	0.5	0.5	13.7	0.1	0.1	80.3	0.4	-0.1	-0.2
Hungary	0.5	0.4	22.8	0.1	0.1	-25.9	0.4	35.7	-0.4
Argentina	0.4	0.3	29.8	0.1	0.2	24.7	0.1	38.4	0.1
El Salvador	\$0.3	\$0.4	-1.6	0.1	\$0.2	4.9	\$0.2	-8.5	\$0.0
Czech Republic	\$0.3	\$0.3	7.9	0.1	\$0.2	25.4%	\$0.2	-4.2%	0.0
Norway	0.3	0.2	40.1	0.1	0.1	6.3	0.2	66.7	-0.1
Sri Lanka	0.3	0.4	-6.6	0.1	0.0	-26.0	0.3	-3.5	-0.3
Poland	0.3	0.3	6.0	0.1	0.1	12.8	0.2	0.8	0.0
French Guiana	0.3	0.0	249,215.4	0.1	0.3	3,671,383.9		-100.0	0.3
Panama	0.3	0.3	-17.7	0.1	0.2	-17.5	0.0	-20.4	0.2
Honduras	0.2	0.3	-16.5	0.1	0.1	-15.0	0.1	-17.5	0.0
Denmark	0.2	0.3	-20.6	0.1	0.1	-19.5	0.1	-21.3	0.0
Qatar	0.2	1.4	-84.4	0.1	0.2	-87.5	0.0	4.5	0.1
Egypt	0.2	0.2	4.0	0.1	0.1	-1.9	0.1	19.1	0.1

**EXHIBIT A-7 (CONTINUED)****Value of International Total trade through Los Angeles Customs District by Trading Partner in 2015**

Top 100 Trading Partners (\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Dominican Republic	0.2	0.2	3.1	0.0	0.1	-33.8	0.1	36.6	-0.1
Portugal	0.2	0.1	27.5	0.0	0.0	17.9	0.1	29.3	-0.1
Morocco	0.1	0.2	-24.8	0.0	0.0	-55.1	0.1	-1.7	-0.1
Macau	0.1	0.1	76.9	0.0	0.1	45.3	0.1	167.9	0.0
Fiji	0.1	0.1	5.2	0.0	0.0	-25.7	0.1	15.7	-0.1
Finland	0.1	0.2	-26.8	0.0	0.1	-44.4	0.1	0.0	0.0
Oman	0.1	0.1	-13.3	0.0	0.1	-6.8	0.1	-19.6	0.0
Trinidad and Tobago	0.1	0.3	-63.3	0.0	0.0	33.5	0.1	-68.4	-0.1
Venezuela	0.1	0.3	-55.5	0.0	0.0	-52.4	0.1	-56.4	-0.1
Jordan	0.1	0.1	-10.3	0.0	0.1	4.0	0.0	-26.0	0.0
Lebanon	0.1	0.1	7.3	0.0	0.1	-2.2	0.0	75.8	0.1
Luxembourg	0.1	0.1	10.0	0.0	0.1	49.6	0.0	-41.7	0.1
Romania	0.1	0.1	-16.6	0.0	0.0	-14.2	0.1	-17.7	0.0
Burma	0.1	0.1	44.8	0.0	0.0	51.4	0.0	39.2	0.0
Malta	0.1	0.1	4.7	0.0	0.0	190.3	0.1	-3.8	-0.1
Kazakhstan	0.1	0.1	29.2	0.0	0.0	-46.0	0.1	79.6	-0.1
Bolivia	0.1	0.1	-37.4	0.0	0.0	-35.8	0.1	-38.3	0.0
Greece	0.1	0.1	-3.0	0.0	0.0	-31.3	0.1	25.0	0.0
Equatorial Guinea	0.1	0.1	-25.5	0.0	0.0	-67.5	0.1	-25.2	-0.1
Lithuania	0.1	0.1	-10.8	0.0	0.0	-27.8	0.0	16.2	0.0
Slovakia	0.1	0.1	8.2	0.0	0.0	78.5	0.0	-8.4	0.0
French Polynesia	0.1	0.1	-8.2	0.0	0.1	-8.2	0.0	-8.2	0.0
Kenya	0.1	0.1	-24.6	0.0	0.0	-30.2	0.0	-20.5	0.0
Bahrain	0.1	0.1	-1.9	0.0	0.0	-25.0	0.0	28.7	0.0
Nigeria	0.1	0.1	-18.4	0.0	0.1	-19.4	0.0	80.8	0.1
Iran	0.1	0.1	-14.5	0.0	0.1	-14.5			0.1
Bulgaria	0.1	0.1	-1.1	0.0	0.0	-1.1	0.0	-1.1	0.0
Slovenia	0.1	0.1	1.6	0.0	0.0	58.6	0.0	-20.2	0.0
Uruguay	0.0	0.1	-27.1	0.0	0.0	-56.0	0.0	78.0	0.0
Sint Maarten	0.0	0.0	-8.2	0.0	0.0	-8.2	0.0		0.0

**EXHIBIT A-7 (CONTINUED)****Value of International Total trade through Los Angeles Customs District by Trading Partner in 2015**

Top 100 Trading Partners (\$billions)

	Total trade Value				Exports		Imports		Trade Balance 2015
	2015	2014	'15/'14 Chg (%)	Share of LACD (%)	2015	'15/'14 Chg (%)	2015	'15/'14 Chg (%)	
Tunisia	0.0	0.0	55.0	0.0	0.0	55.9	0.0	54.5	0.0
Papua New Guinea	0.0	0.0	-0.2	0.0	0.0	16.6	0.0	-60.8	0.0
Ukraine	0.0	0.0	19.1	0.0	0.0	-1.1	0.0	59.6	0.0
Latvia	0.0	0.1	-29.5	0.0	0.0	-27.6	0.0	-30.6	0.0
Mongolia	0.0	0.1	-34.0	0.0	0.0	-34.2	0.0	28.5	0.0
Azerbaijan	0.0	0.0	593.8	0.0	0.0	92.8	0.0	39,843.3	0.0
Ethiopia	0.0	0.0	-5.1	0.0	0.0	-24.1	0.0	16.5	0.0
New Caledonia	0.0	0.1	-56.4	0.0	0.0	-27.8	0.0	-77.6	0.0
Georgia	0.0	0.1	-45.2	0.0	0.0	-51.2	0.0	-24.3	0.0
Algeria	0.0	0.1	-42.6	0.0	0.0	-33.1	0.0	-79.0	0.0
Other Countries	0.6	0.7	-14.8	0.2	0.4	-23.4	0.2	2.9	0.1
<b>Total LACD</b>	<b>\$393.8</b>	<b>\$417.8</b>	<b>-5.7%</b>	<b>100.0%</b>	<b>\$114.3</b>	<b>-10.8%</b>	<b>\$279.5</b>	<b>-3.5%</b>	<b>-\$165.2</b>

Source: US Census Bureau, USA Trade Online, district-level data. Exports and general imports (cargo unloaded in each CD).







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