



NEWS RELEASE

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CALIFORNIA EXPORT SALES UP IN FIRST QUARTER OF 2007

The value of California's worldwide merchandise exports for the first quarter of 2007 totaled \$31.9 billion, a 5 percent increase compared to the same time period in 2006, according to the Northern California World Trade Center in Sacramento. Computer products, machinery, transportation equipment and chemical products were California's top four export sectors. The state's top three export markets were Mexico, Japan and Canada, followed by China in the fourth spot.

Exports of computer and electronic products were the top commodity in the first quarter of the year, with a value of \$10.7 billion. After computer products, California's largest exports were machinery (\$3.6 billion), transportation equipment (\$3.2 billion) and chemical products (\$2.6 billion).

According to Michele Gault, executive director of the Northern California World Trade Center, "California exporters can benefit from the dollar's value overseas, where exchange rates make U.S. goods affordable."

Trade statistics were generated using data provided by the U.S. Department of Commerce's Office of Trade and Industry Information.

Mexico remained the number one market for California exports with sales of \$4.4 billion. Japan was the state's second-largest export market with slightly more than \$3.5 billion. Canada ranked third with just under \$3.5 billion, and China finished fourth with just under \$2.4 billion. Sales to NAFTA partners Mexico and Canada accounted for one-quarter of the state's total exports. California is the top exporting state to the 27 member states of the European Union, with \$6.5 billion in sales for the first quarter of 2007, and the number one seller of products to Asia, with sales totaling \$13.5 billion.

"Right now is a great time for California companies to export," says George Tastard, director of the U.S. Commercial Service's Sacramento Export Assistance Center. "I always tell new-to-export companies to look to our neighbors. With NAFTA, transportation costs are low and Mexico and Canada want to buy products from California."

Among all states, California ranked 2nd, just behind Texas. Texas, California, and New York continued to be the top three exporting states. Total U.S. exports for the first quarter of 2007 were \$270.9 billion, a 10 percent increase over the same time period in 2006.

The following two charts summarize the data reported above.

California Exports by Country: Top 10

Partner	2003	2004	2005	2006	2006 thru Mar	2007 thru Mar
World Total	93,994,882	109,967,840	116,818,585	127,746,135	30,374,311	31,961,898
Mexico	14,871,836	17,239,379	17,702,502	19,632,985	4,768,716	4,448,403
Japan	11,754,708	13,323,182	13,497,848	13,983,523	3,438,816	3,519,438
Canada	11,231,567	12,111,166	13,212,516	14,194,028	3,286,599	3,477,142
China	5,465,042	6,841,775	7,850,001	9,972,919	2,391,575	2,427,771
South Korea	4,833,318	5,912,142	6,344,767	7,046,016	1,758,943	2,041,817
United Kingdom	4,359,964	5,206,036	5,029,139	5,062,806	1,227,248	1,326,405
Taiwan	4,443,027	5,362,409	5,383,280	5,638,259	1,186,298	1,224,427
Germany	3,559,740	3,682,868	4,266,112	4,540,475	1,004,084	1,187,960
Hong Kong	4,178,866	5,117,384	4,900,793	4,822,892	1,089,957	1,170,146
Singapore	3,370,805	4,161,436	3,780,622	4,605,101	992,974	1,108,250

California Exports by Product: Top 10

Item	2003	2004	2005	2006	2006 thru Mar	2007 thru Mar
Total	93,994,882	109,967,840	116,818,585	127,746,135	30,374,311	31,961,898
334 Computers & Electronic Prod.	36,714,651	42,247,152	41,751,542	44,546,956	10,893,796	10,772,871
333 Machinery Manufactures	9,433,880	12,592,999	13,131,002	14,865,268	3,459,638	3,583,501
336 Transportation Equipment	8,643,620	11,759,484	13,324,566	13,497,909	3,298,184	3,197,078
325 Chemical Manufactures	5,963,655	6,644,090	7,212,360	8,689,320	2,105,712	2,632,105
339 Misc. Manufactures	4,883,936	5,641,259	6,425,322	7,381,004	1,746,945	2,017,607
111 Crop Production	4,784,249	5,204,367	6,048,062	6,391,394	1,530,879	1,384,218
311 Processed Foods	4,168,178	4,158,864	4,626,833	5,224,458	1,171,170	1,358,499
335 Elec. Eq., Appliances & Parts	2,936,389	3,440,161	3,721,039	4,449,939	991,817	1,185,765
910 Waste & Scrap	1,424,290	1,947,560	2,438,112	3,381,337	641,860	971,494
332 Fabricated Metal Products	2,298,694	2,590,193	3,051,442	3,559,589	804,632	913,660

Source: The Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce

Note: This data does not include exports of services.

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