



INTERNATIONAL
TRADE
ADMINISTRATION

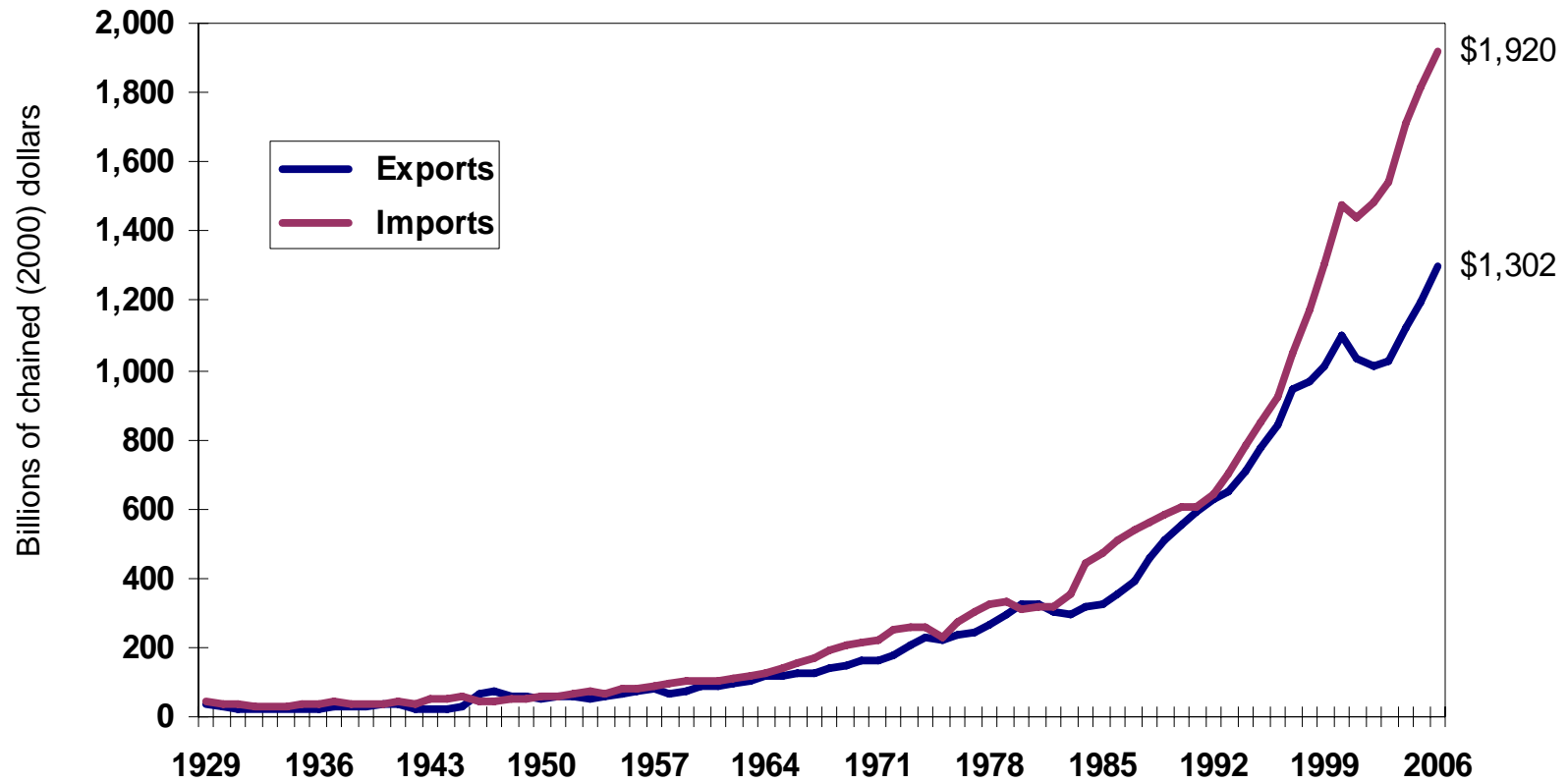
International Trade 2006 Results and 2007 Prospects

Franklin L. Lavin
Under Secretary of Commerce
For International Trade

Washington International Trade
Association

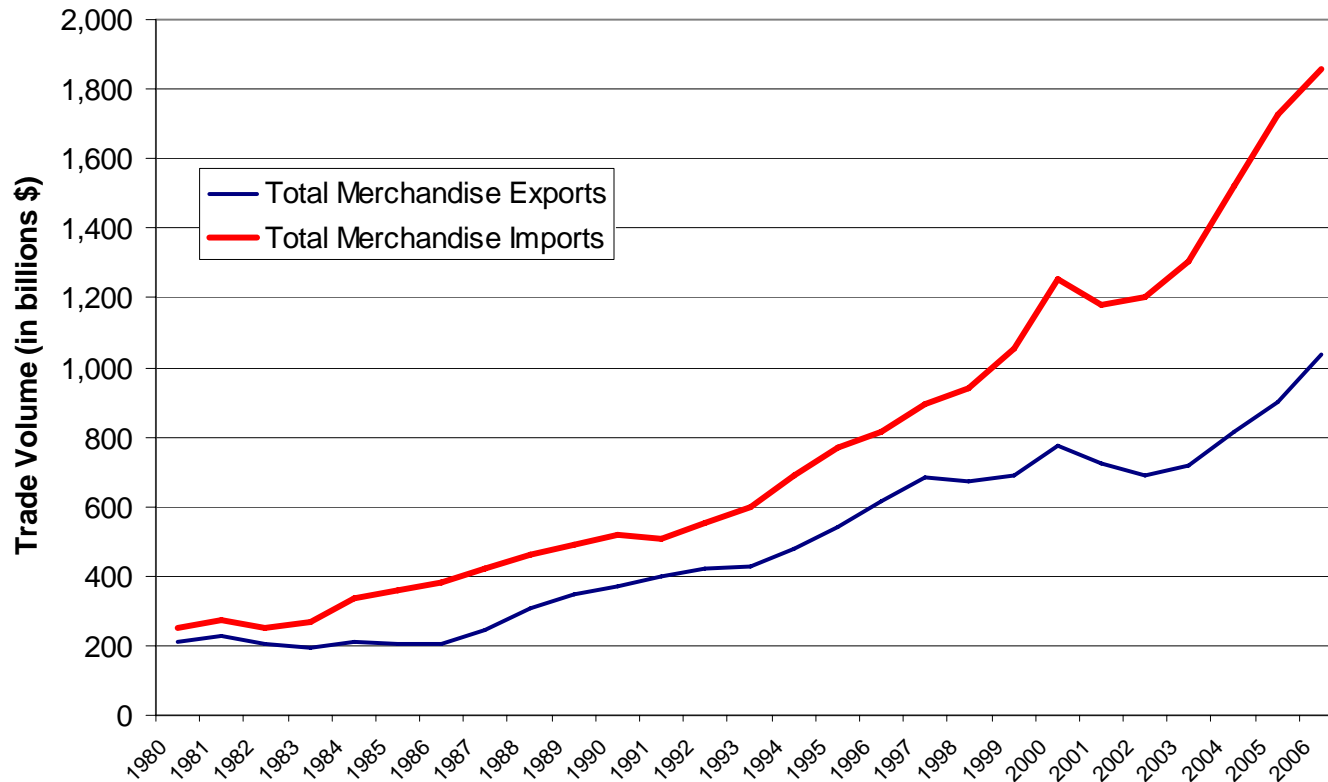
February 28, 2007

U.S. Trade Volume



Note: Trade figures are for the export and import of goods and services.
Source: National Income and Product Account Tables, Bureau of Economic Analysis.

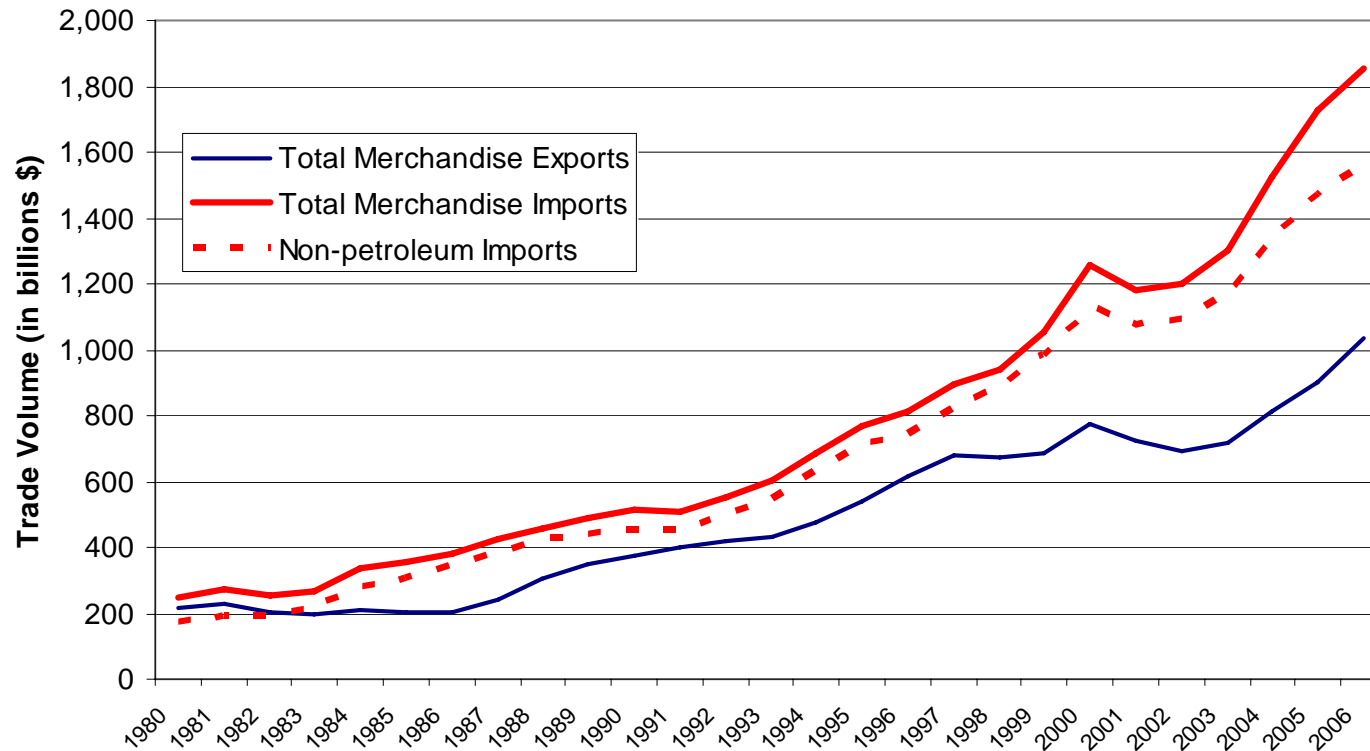
Impact of U.S. Petroleum Imports



Note: Dollar figures are actual dollars. Figures for 2006 from U.S. Census Bureau series.

Source: U.N. Merchandise Trade Data, SITC Rev1; U.S. Department of Commerce, International Trade Administration, Trade Policy Information System.

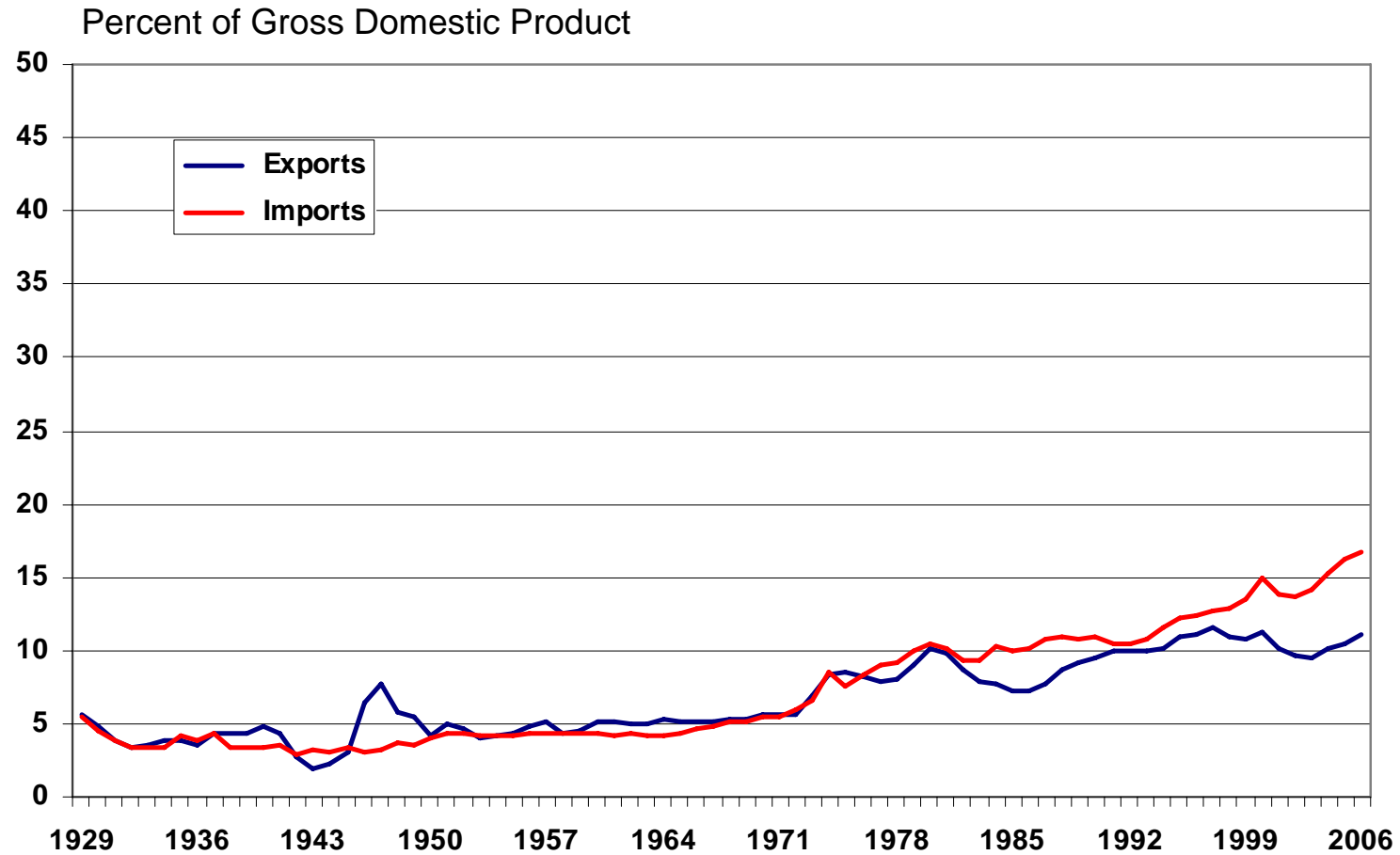
Impact of U.S. Petroleum Imports



Note: Dollar figures are actual dollars. Petroleum products consists of all products classified under SITC Rev.1 code 33. Figures for 2006 from U.S. Census Bureau merchandise trade series.

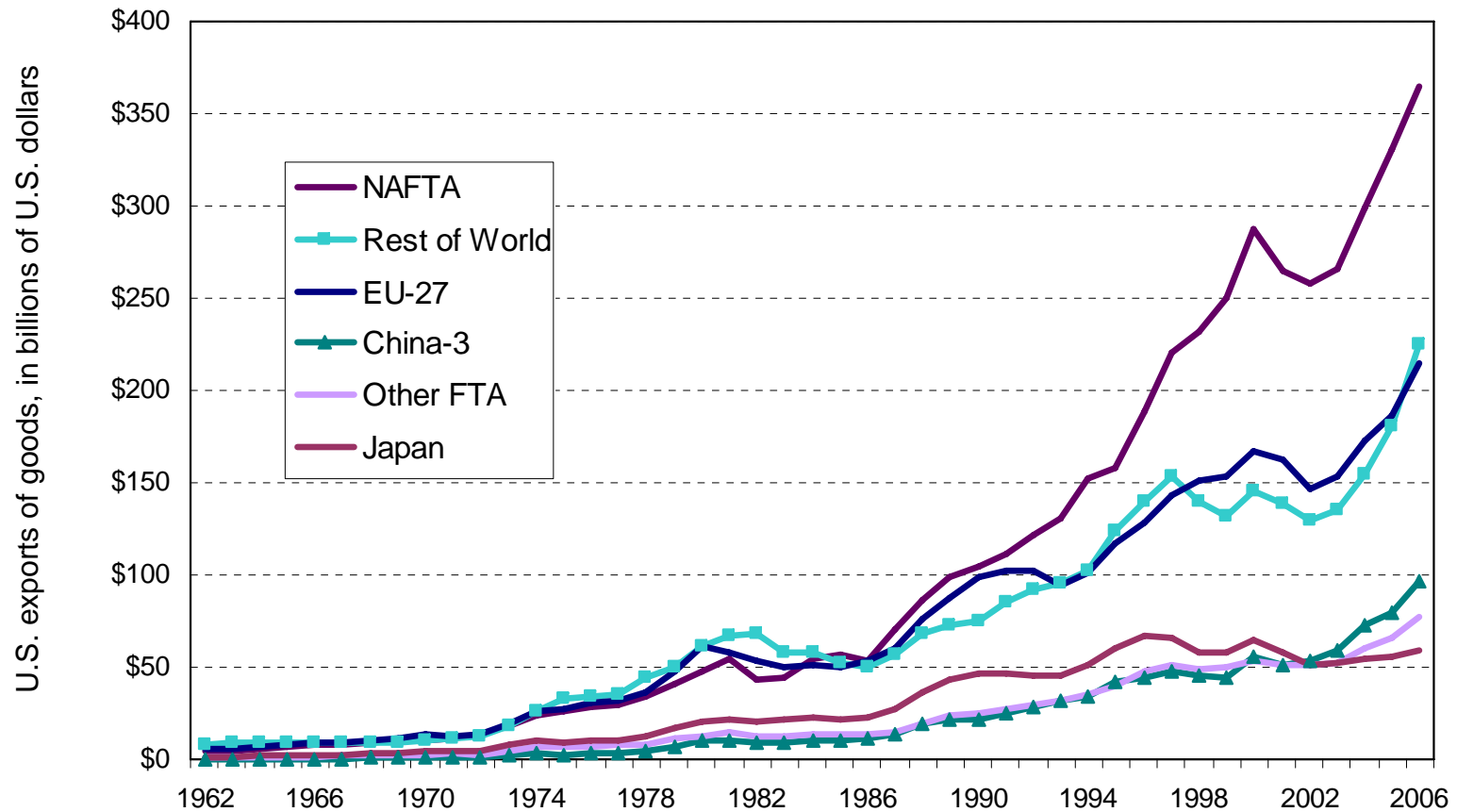
Source: U.N. Merchandise Trade Data, SITC Rev1; U.S. Department of Commerce, Census Bureau.

Trade Percentage of U.S. Economy



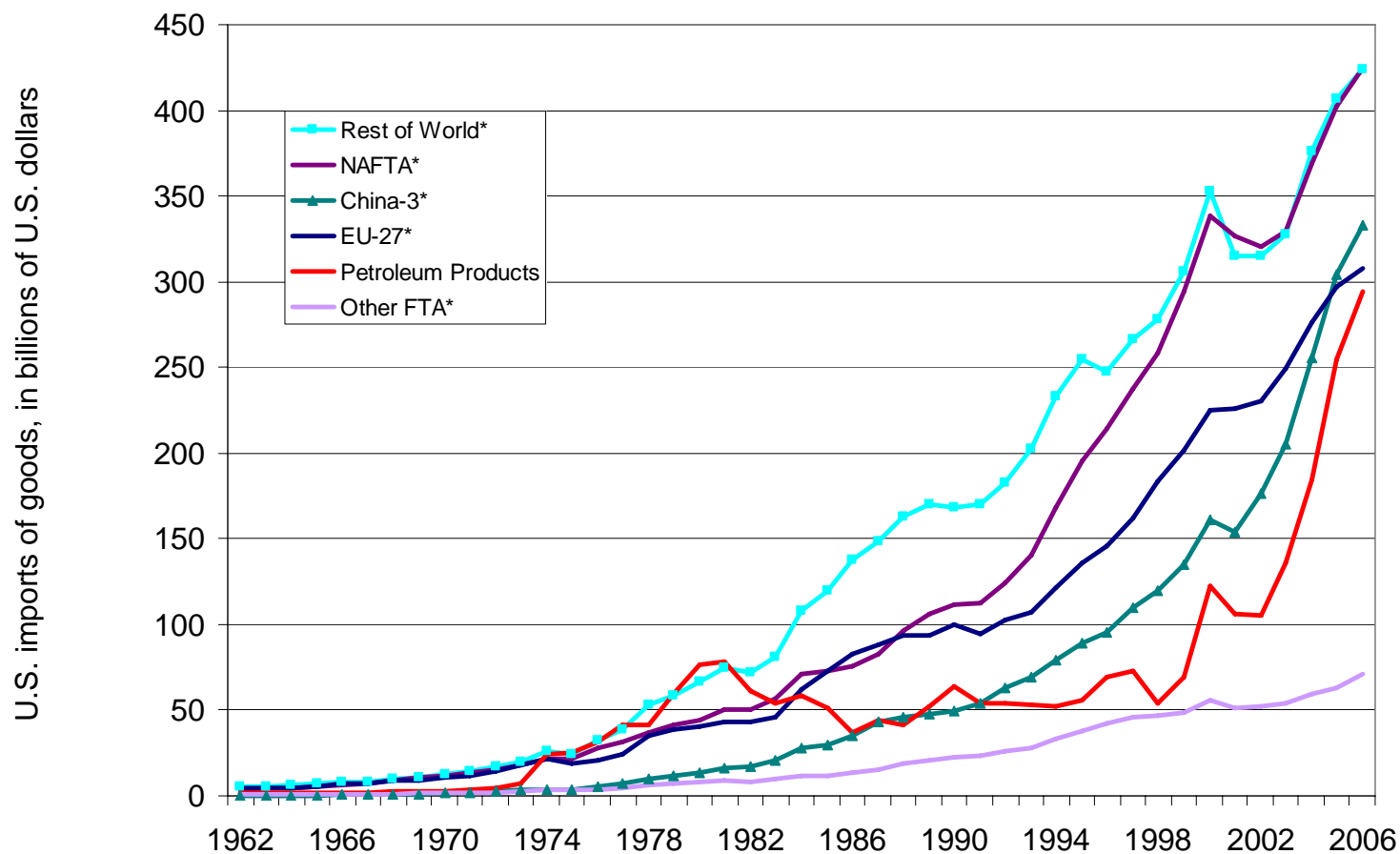
Note: Trade figures are for the export and import of goods and services.
Source: National Income and Product Account Tables, Bureau of Economic Analysis.

U.S. Goods Exports by Market



NAFTA = North American Free Trade Agreement. FTA = free trade agreement. China-3 = China, Hong Kong, and Taiwan.
 Figures for the European Union include historical data for all current 27 member nations, excluding Estonia, Latvia, Lithuania, and Slovenia (data are for 1992-2006).
 Note: Dollar figures are actual dollars. Figures for 2006 from U.S. Census Bureau merchandise trade series.
 Source: U.N. Merchandise Trade Data, SITC Rev1; U.S. Department of Commerce, International Trade Administration, Trade Policy Information System.

U.S. Goods Imports by Market



NAFTA = North American Free Trade Agreement. FTA = free trade agreement. China-3 = China, Hong Kong, and Taiwan.

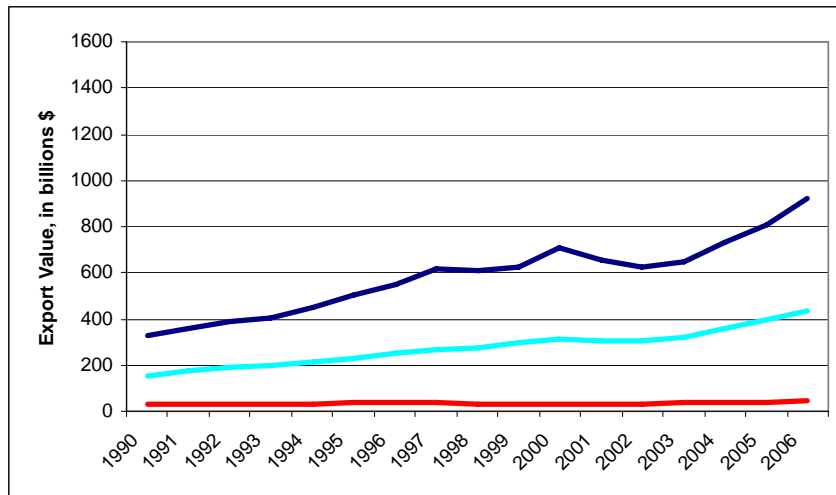
*Figures are for non-petroleum imports only. U.S. petroleum imports from all countries are grouped in the "Petroleum Products" category. Figures for the European Union include historical data for all current 27 member nations, excluding Estonia, Latvia, Lithuania, and Slovenia (data are for 1992-2006).

Note: Dollar figures are actual dollars. Figures for 2006 from U.S. Census Bureau merchandise trade series.

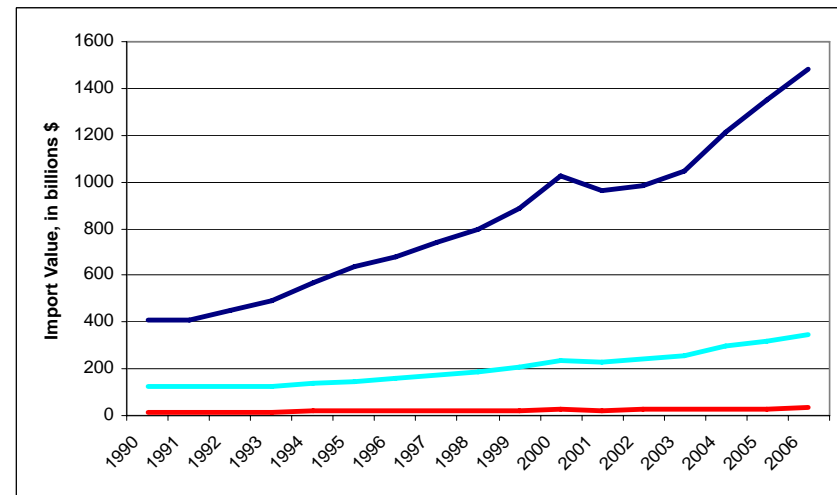
Source: U.N. Merchandise Trade Data, SITC Rev1; U.S. Department of Commerce, International Trade Administration, Trade Policy Information System.

Trade By Sector

Exports by Sector



Imports by Sector

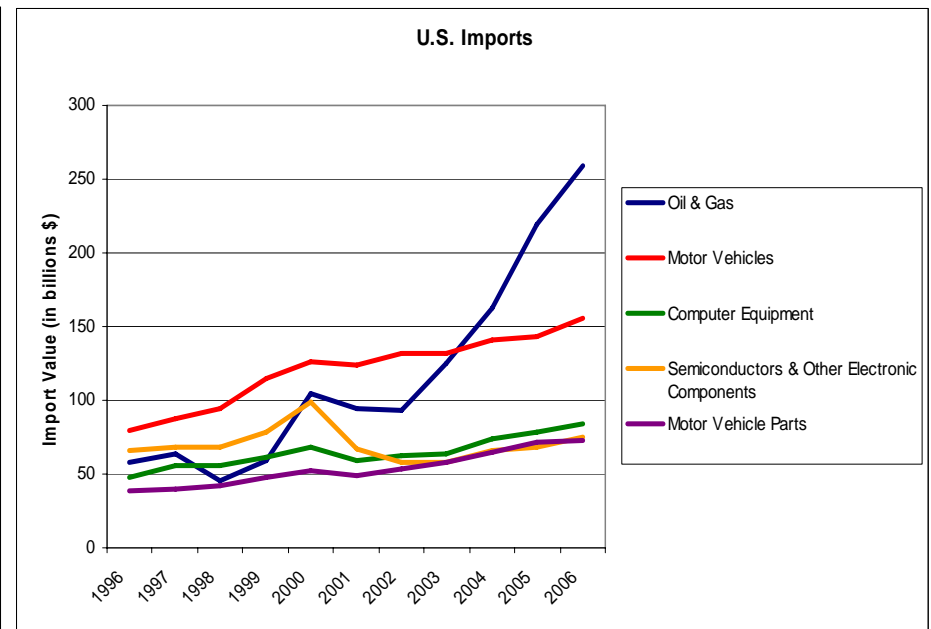
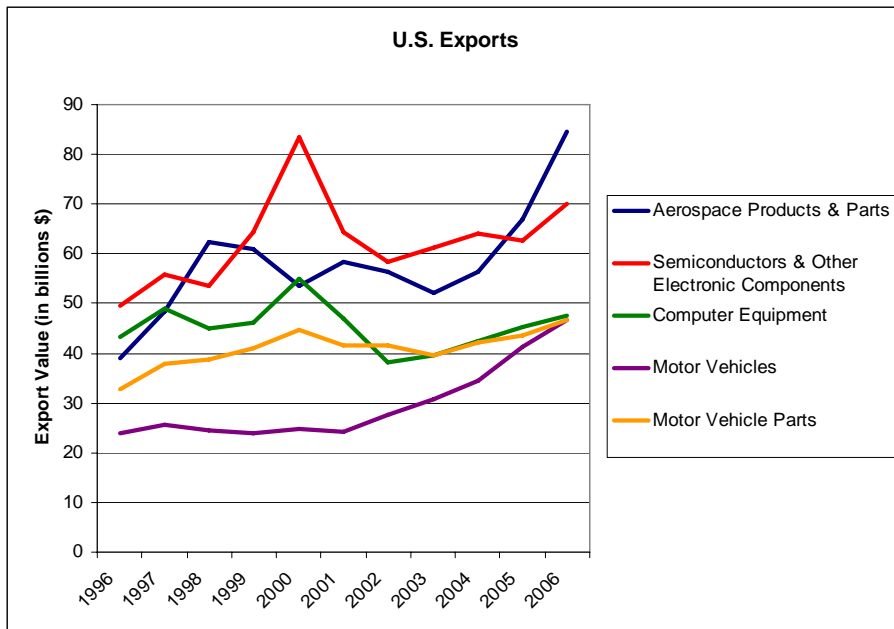


— **Manufactured Goods**
 — **Agricultural & Livestock**
 — **Services**

Notes: Manufactured goods includes products classified in NAICS categories 31, 32, and 33. Agriculture & Livestock includes products in NAICS 11. Services trade is calculated on a Balance of Payments basis. Sectors cannot be added to arrive at a trade total.

Source: U.S. Department of Commerce, International Trade Administration, TradeStats Express; Bureau of Economic Analysis, National Income and Product Account tables.

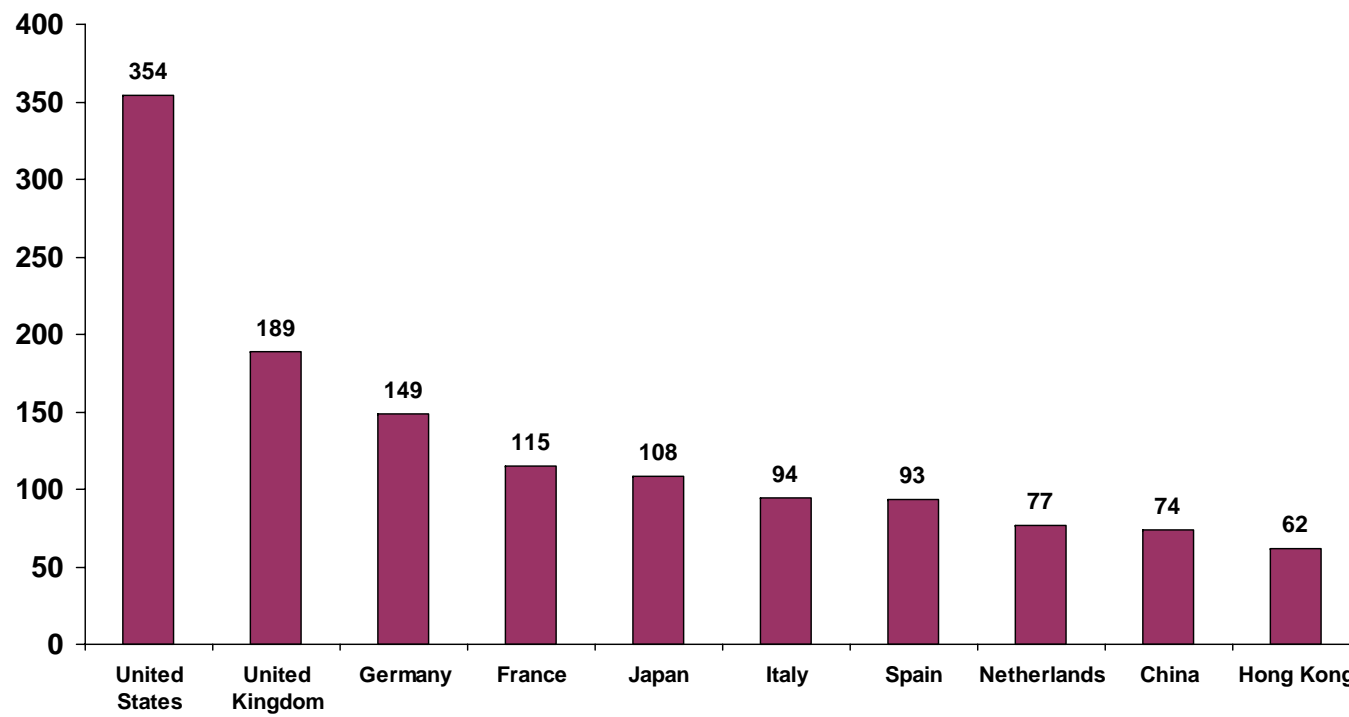
Top Sectors in Merchandise Trade



Note: Product categories represent the top five out of all merchandise at a 4-digit NAICS category level.
 Source: U.S. Department of Commerce, International Trade Administration, Trade Policy Information System.

World Services Exports

Value of Commercial Services Exports, in billions \$



Source: WTO, "Leading Exporters and Importers in World Trade in Commercial Services", 2005

FTA Status

- In Force

Israel (9/85)

Canada (1/89)

Mexico (1/94)

Jordan (12/01)

Chile (1/04)

Singapore (1/04)

Australia (1/05)

Morocco (1/06)

El Salvador (3/06)

Honduras (4/06)

Nicaragua (4/06)

Guatemala (7/06)

Bahrain (8/06)

Dominican Republic (3/07)

- Pending Entry into Force

Oman ¹

- Pending Legislative Action

Colombia ²

Costa Rica ³

Peru ⁴

- Active Negotiations

Panama ⁵

Korea

Malaysia

1 - Oman: Pending final administrative/executive action by Oman.

2 - Colombia: Pending ratification by both countries.

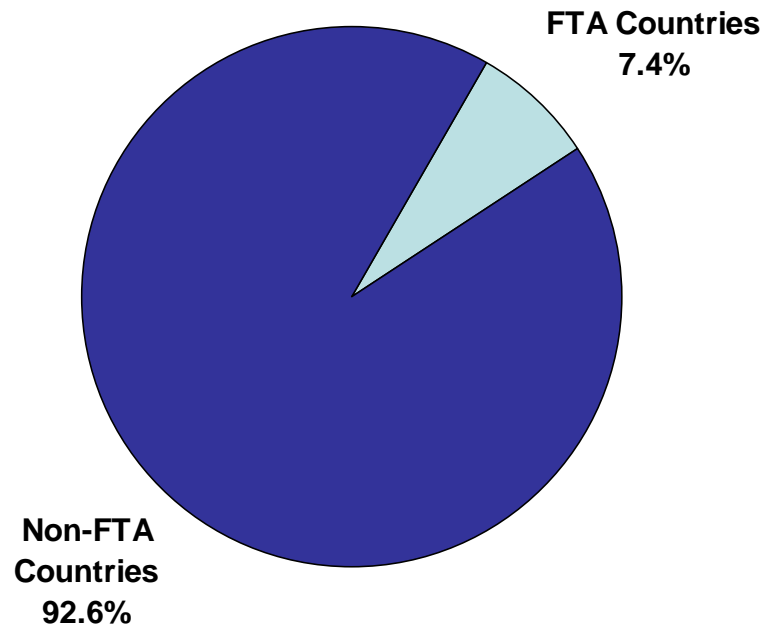
3 - Costa Rica: Pending ratification by Costa Rica.

4 - Peru: Pending U.S. ratification.

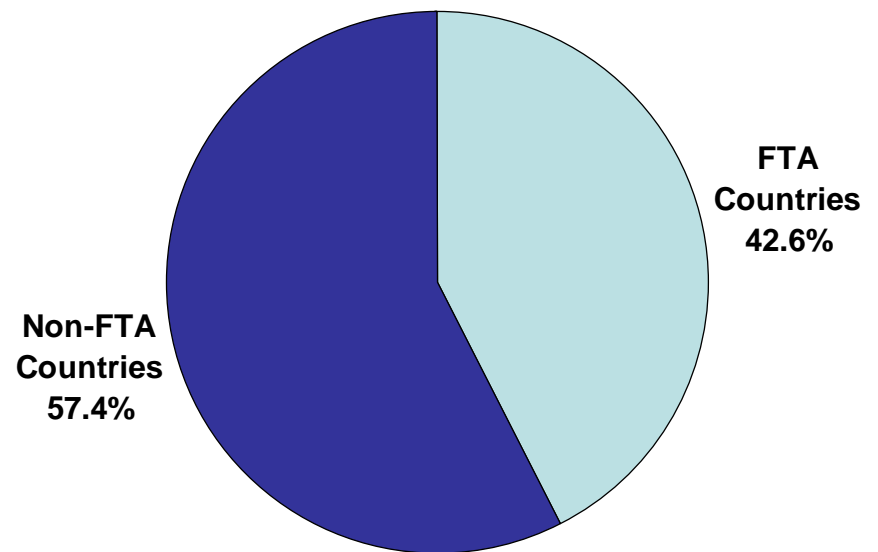
5 - Panama: Negotiations completed but are subject to further discussions.

U.S. Free Trade Agreement Partners in the Global Economy

Percent of World GDP, 2006



Percent of U.S. Exports, 2006

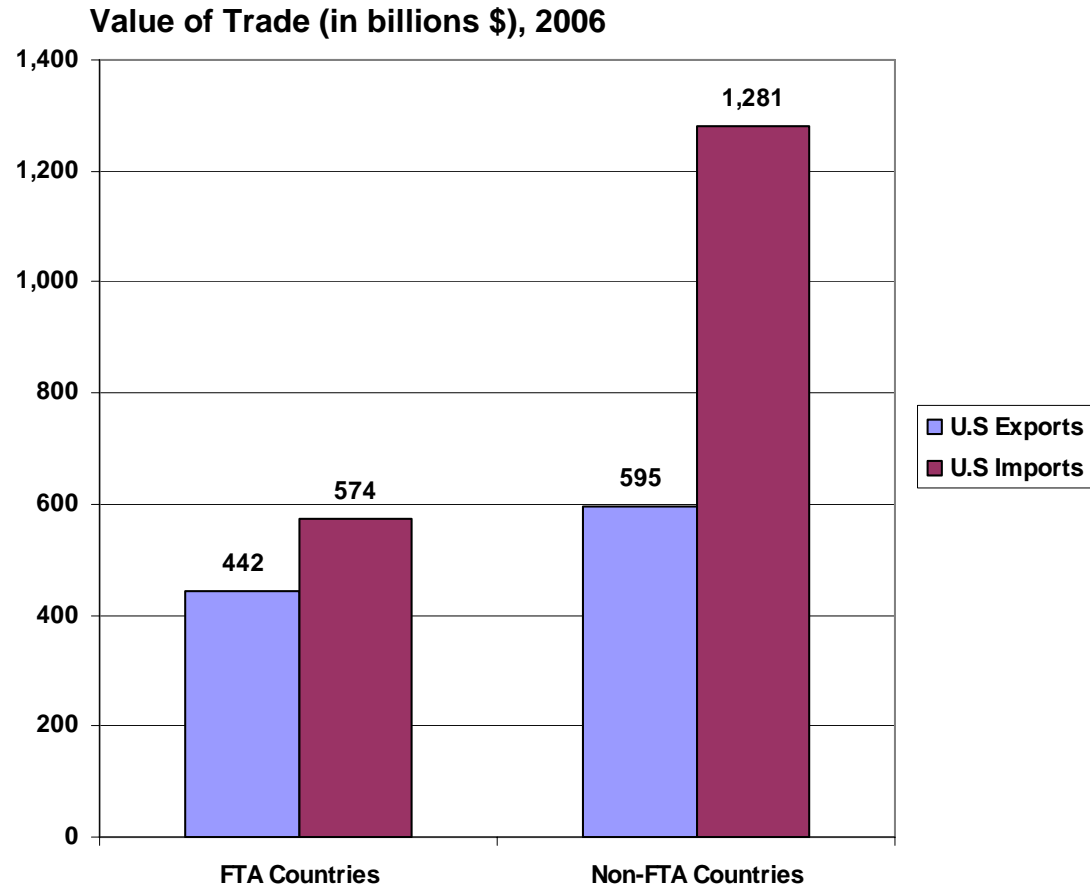


FTA = Free Trade Agreement
GDP = gross domestic product

Notes: World GDP excludes the United States. GDP figures on a purchasing power parity basis. Export figures are for total U.S. exports. FTA Countries include all countries with free trade agreements with the United States (Australia, Bahrain, Canada, Chile, the Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua and Singapore).

Source: International Monetary Fund, World Economic Outlook Database (September 2006); U.S. Department of Commerce and the U.S. Census Bureau.

FTAs and the Trade Balance



Notes: FTA Partners include Australia, Bahrain, Canada, Chile, the Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Morocco, Mexico, Nicaragua and Singapore. Export figures are for Total Exports on a Free Alongside Ship basis. Import figures are the Customs value of U.S. General Imports. Source: U.S. Department of Commerce, U.S. Census Bureau.

2007 Trade Prospects

- I. FTAs
- II. WTO/Doha
- III. TPA
- IV. Enforcement
- V. Market Access
 - a. India
 - b. Brazil
 - c. NAFTA
 - d. EU
 - e. China
- VI. Sectoral Initiatives
 - a. Travel & Tourism
 - b. Education Initiative
 - c. Steel
 - d. Energy
- VII. Trade Promotion
 - a. Strategic Partnerships
 - b. Mega-Missions
 - c. 50/50/50 Outreach

Contact Information

- FOR AN ELECTRONIC COPY OF TODAY'S POWERPOINT, PLEASE E-MAIL
 - LORRI.CROWLEY@MAIL.DOC.GOV -- ITA Public Affairs

- FOR OTHER INQUIRIES PLEASE CONTACT
 - RJ.DONOVAN@MAIL.DOC.GOV - Director for Policy Coordination, Office of the Under Secretary, ITA