

MINUTES OF THE Senate COMMITTEE ON Governmental Organization

The meeting was called to order by Senator Vidricksen at  
Chairperson

1:30 ~~xxx~~ p.m. on March 4, 1985 in room 531N of the Capitol.

All members were present except:

Senator Gaines  
Senator Johnston

Committee staff present:

Julian Efird - Research  
Bruce Kinzie - Revisor

Conferees appearing before the committee:

Senator Gannon - District #40  
Nick Roach - Department of Administration  
Ivan Schaeffer - Travel Trust International  
David Stremming - King Travel  
Mark Johnson - Maupintour  
Walt Houk - Maupintour  
Jamie Schwartz - Department of Economic Development  
Bud Grant - Kansas Chamber of Commerce and Industry

The Chairman called the meeting to order and introduced Senator Gannon who briefed the committee on S.B. 239 concerning the Department of Administration and relating to centralized travel services for state officers and employees. Senator Gannon explained that this bill would streamline state government as travel agencies take 10% off the top of a fare and the Department of Administration could offer contracts at a much lower fare and perhaps save the state as much as a quarter of a million dollars annually by enacting this bill. He explained that this bill would allow the travel industry to compete for business and answered questions from the committee.

Nick Roach described S.B. 239 as an expenditure reduction bill and stated that he does not see it as a practical alternative. He also answered questions from the committee. (Exhibit A)

Ivan Schaeffer spoke in opposition of S.B. 239 stating that he believed that a higher level of service and a greater cost savings would be achieved by relying on the private sector to provide travel services. (Exhibit B)

Opposition was also expressed for this bill by David Stremming because of the way it was presented. He felt it allowed the State of Kansas to go into business and jeopardize free enterprise. He stated that the small businessman was not represented and felt that 10% was not a great amount to charge for travel services considering expenses and overhead. He felt that the way this bill was written would indicate that the state could go beyond and in direct conflict with free enterprise.

Mark Johnson pointed out that this bill could receive some public opposition of people outside the state coming in to bid on these contracts.

Walt Houk concurred with the comments made by Mr. Stremming and stated that everybody would have to bid on these contracts out of necessity to survive. He felt a fair solution would be for the state to come up with a list of requirements and give everyone the same option.

Senator Gannon was again called on to brief the committee on S.B. 240 which would create the position of export market expansion specialist. This position would allow for the promotion and participation of Kansas representatives of agriculture and other industries in international expositions for the purpose of developing and expanding export markets for Kansas products. Jamie Schwartz addressed the committee briefly in support of this bill (Exhibit C) as well as Bud Grant who also supports S.B. 240.

CONTINUATION SHEET

MINUTES OF THE Senate COMMITTEE ON Governmental Organization,  
room 531N, Statehouse, at 1:30 ~~xx~~p.m. on March 4, 1985.

Time being a factor, the Chairman called for a motion on the minutes of the February 26 meeting. A motion to approve the minutes was made by Senator Hoferer and seconded by Senator Frey. Motion carried.

The meeting was then adjourned by the Chairman.

GUEST LIST

COMMITTEE: Sen. Gov. Organization DATE: May 4, 1985

NAME	ADDRESS	COMPANY/ORGANIZATION
John Reher	Lawrence	Sen. Johnston's office
Mae Johnson	TOPEKA	KS CROFT IS PETG SERVICE
John Jay Rosacker	Topoka	KCC
Nice Roach	Topoka	State Div. of Purchases
Gerald L. Merryman	Topoka	Division of Purchases
Dumie Elder	"	Ofc. of the A.G.
Janis Schwartz	"	KIDED
Barbara Duncan	"	DOA
WALT HOEK	LAWRENCE	MAUPINTOOK
DAVID STREMMING	TOPEKA	KING TRAVEL SERVICE
Mrs Johnson	Topoka	Maupintous
Sam Nevada	Lawrence	Maupintous
Lenny Dark	Topoka	Bryan World Tours
David Bryan	"	" " " "
Charles Dodson	Topoka	KATE
Frank Smith	Olathe	International Tours
Ivan Michael Schaeffer	Washington, D.C.	Travel Trust International

STATE OF KANSAS



DEPARTMENT OF ADMINISTRATION  
Division of Purchases

JOHN CARLIN,  
Governor  
NICHOLAS B. ROACH,  
Director of Purchases

Room 165-173 N.  
State Office Building  
Topeka, Kansas 66612-1573  
(913) 296-2376

M E M O R A N D U M

TO: Senate Committee on Governmental Organization  
FROM: Nicholas B. Roach, Director of Purchases *Nich Roach*  
DATE: March 4, 1985  
RE: Senate Bill 239, Centralized Travel Services

The FY84 Financial Report for the State of Kansas sets forth the following expenditures:

Hire of Passenger Cars, Airplanes & Buses	\$ 424,519
Subsistence and Meals	\$ 1,079,102
Railroad, Airplane & Bus Fares	\$ 1,853,841
Subsistence (Including Lodging)	\$ 5,979,588
Non-Subsistence Items	\$ 1,010,661
TOTAL	<u>\$10,347,711</u>

Industry standards, applied to this total, can be used to re-define the foregoing, as follows:

<u>CATEGORY</u>	<u>%</u>	<u>KANSAS</u>
Air	35%	\$ 3,621,698
Car Rental	15%	\$ 1,552,157
Hotel/Motel	20%	\$ 2,069,542
Meals	15%	\$ 1,552,157
Miscellaneous	15%	\$ 1,552,157
	<u>100%</u>	<u>\$10,347,711</u>



MEMO - Senate Committee  
DATE - March 4, 1985  
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Travel agencies receive a 10% commission on services they arrange for their clients. This is an "industry standard". In conversations with industry representatives, many have stated that, for the opportunity to provide for the state, they would forego the entire 10% on Car Rentals and Lodging, plus a portion of the 10% on Air Travel. These are the three major categories needed for the majority of state employees, traveling on official business. Based upon the aforementioned, and assuming a 2% reduction in Air Travel costs, a centralized travel service could be expected to have an impact of \$434,603.00. Of that amount, \$227,649.00 would be the effective reduction in state costs, since Air Travel and Car Rental are not included in per diem reimbursements.

We believe the most practical and least expensive means of implementation would be that of providing space to a contract travel agency which would provide its own staff and equipment, and thus not create any additional expense for the state.

STATEMENT OF  
IVAN MICHAEL SCHAEFFER, PRESIDENT  
TRAVEL TRUST INTERNATIONAL  
ON SENATE BILL No. 239

Mr. Chairman, destinguished Members of the Committee,

Good afternoon. My name is Ivan Michael Schaeffer and I am the president of Travel Trust International Management Company, Inc. Travel Trust is a leading international travel consortium comprised of 45 predominately corporate travel companies operating out of more than 230 offices. We generate over one billion dollars annually in corporate travel services. One of our members, International Tours of Mission, Kansas has eight offices in the state of Kansas, another of our members, Northwestern Business Travel has an office in Overland Park, Kansas.

Prior to joining Travel Trust, I was the Director of Transportation for the United States General Services Administration where I was responsible for obtaining travel services for civilian federal employees. In that capacity I entered into the federal government's first contracts with travel agencies to handle our over five billion dollar travel account. From the time this program began until I left the government several weeks ago, GSA had awarded contracts to firms in almost 100 cities throughout the country.

The bill before you would allow the Department of Administration to provide centralized travel services using state employees and equipment or by contracting with the private sector.

We are opposed, to the language in the bill which would allow the use of state personnel and equipment to provide travel services. The basis of our opposition is founded in our belief that a higher level of service and a greater cost savings will be achieved by relying on the private sector to provide these services. Travel services are provided by travel agents at no cost to the user. The level of expertise in providing travel services found in the commercial travel agency - where employees spend all day, everyday making travel reservations - is greater than that found in a government travel office. This was certainly the federal government's experience where use of the private sector resulted in significant tax savings by the elimination of government staff and equipment devoted to travel services. We do not believe that building an in-house capability to provide what is already obtainable from the private sector at no cost is sound management.

Early on in the procurement process it was necessary for the federal government to determine whether to allow federal agencies to arrange for travel services from any vendor, or to compete our procurements and award a contract only to the most qualified offeror in a particular area. We chose the latter course. The reason for this is predicated on our belief that a higher level of quality service would be provided to the government employee at the greatest possible savings to the taxpayer.

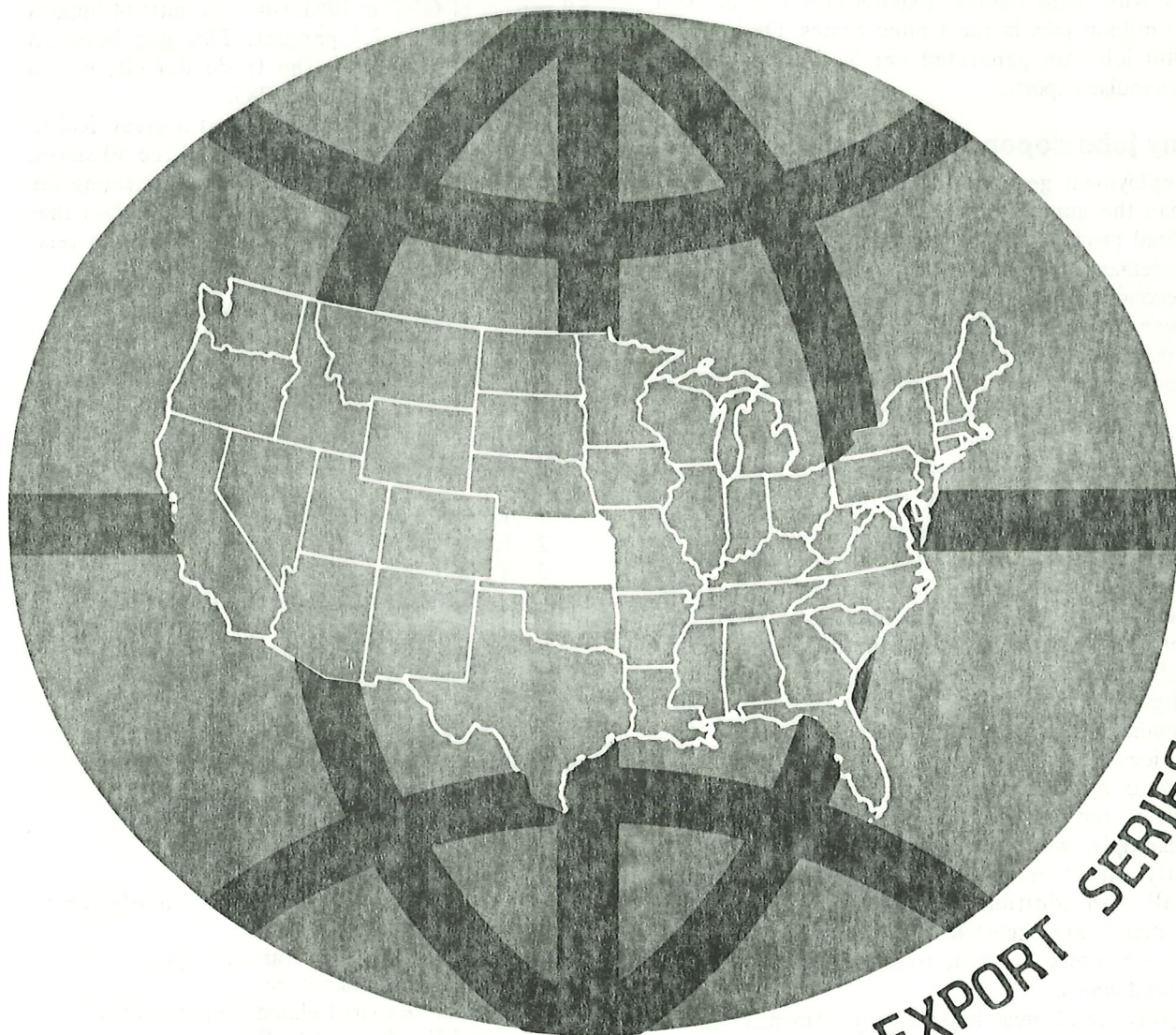
Significant travel savings can only be realized by sound travel management. The best way to assure sound travel management is by creating a system which will provide significant management information which will enable the State's Department of Administration to see how its travel dollars are being spent and with what economies. Absence an analysis of travel and spending patterns it is very difficult to engage in meaningful travel management. By aggregating your buying power with one or two agencies you should be able to achieve greater travel savings while undoubtedly enjoying the benefits of sound travel management policies. We support, therefore, that part of Senate Bill No. 239 which would allow the Department of Administration to contract with one or more vendors to supply the State's travel needs.

Allowing the marketplace to operate with freely competitive procurement will not only save the taxpayers of Kansas money - as it has for the federal government - but will also result in a uniformity of service which under your current system may not prevail. Allowing the Department of Administration to compete with the travel agency community by operating it's own system will not only be more costly to the State and will also result in a diminished level of service.

Thank you for the opportunity to appear before you. I would be most pleased to try to answer any questions which you may have.



# Kansas Exports



STATE EXPORT SERIES



An ITA  
Publication

U.S. DEPARTMENT OF COMMERCE  
International Trade Administration  
Washington, D.C. 20230  
August 1984

EXHIBIT C

3/4/85



# EXPORTS...

*... their importance to  
the United States economy*

Exports play an important role in our economy and in the increasingly interdependent world economy. The United States is the world's largest exporter—currently selling \$200 billion of U.S. goods abroad—and is the world's largest economy. With 5 percent of the world's population, our country produces 24 percent of the world's industrial goods.

Exporting provides a broader marketing base for U.S. firms and is considerably more important than many Americans realize. Exports currently account for 5 million jobs in the United States. On average, 25,000 jobs are generated per \$1 billion of U.S. merchandise exports.

## Many jobs depend on exports

Employment generated by exports is much greater than the number actually employed in producing the final products shipped abroad. Exports create a large demand for employment that spreads throughout our economy. This includes all the jobs needed to produce goods and services supplied to export producers, the jobs needed by the export producers to produce exports, and the jobs needed to move products to our ports or borders for transport to other countries.

Most of the export-related jobs are in manufacturing and services. According to the latest estimates, 49 percent of the jobs are in manufacturing, 37 percent in services, and 14 percent in production of nonmanufactured goods. The importance of export employment varies among the industries. About one out of every eight Americans currently employed in manufacturing is dependent on exports of manufactured goods. About one out of every six jobs producing nonmanufactured goods and one out of 24 jobs in services are export-related.

Exports affect production and employment in all industries, not just in a few major export industries. For example, while the primary metals industries directly export about \$6 billion of their products annually, an additional \$21 billion of steel and other metals are exported in the form of American-made computers, aircraft, tractors, and other manufactured goods.

Exports are of great importance to America's farmers as well. They account for \$1 of every \$4 of farm sales. Likewise, many jobs in the coal mining and mineral industries, as well as a considerable number in the fishing industry, are dependent on overseas

sales. Exports also support employment in the trucking, rail transport, insurance, and other service industries.

## Exports essential

But the basic importance of exports is that they are the principal means by which America pays for its purchases from foreign countries. The United States imports proportionately far less than other major countries, but imports have become increasingly important to the American standard of living—and they have to be paid for. The other major industrial nations generally cover the cost of the goods they import by their exports. Merchandise exports and imports each account for an average of about 20 percent of the gross national product in that group of countries. American exports, however, were only 5.9 percent of GNP in 1983, while the ratio of imports to GNP stood at 7.8 percent. This gap between exports and imports is the trade deficit, which amounted to \$57.6 billion in 1983.

The strength of our exports means a great deal to America. Exports are important to all the 50 states, and each state plays a significant role in meeting the need to export more. This report helps explain that role and shows the significance of exports in relation to employment and production.

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# Kansas Export Highlights

Exports of manufactured goods from Kansas in 1981 totaled \$1.5 billion, 120 percent above the 1977 level. They rose almost twice as fast as production.

An estimated 14,200 jobs in Kansas were directly related to producing manufactured exports in 1981. About 9,100 additional jobs were required to produce materials and parts for incorporation in products exported from the 50 states. Thus 23,300 jobs in Kansas were dependent on exports of manufactured goods—about one of every eight manufacturing jobs in the state.

Kansas' share of U.S. agricultural exports totaled \$1.6 billion in FY 1982, over one and a half times the FY 1977 value. The state was the nation's leading exporter of wheat and flour. In Kansas' farm sales, \$1 out of every \$3 came from exports.

## **Manufactured exports more than doubled**

Kansas exported manufactured goods valued at \$1.5 billion in 1981, an increase of 120 percent over the 1977 level. The state ranked 29th in the nation in exports of manufactures, and its exports accounted for 1 percent of the U.S. total. Export growth also outpaced production, which rose 66 percent from 1977 to 1981.

Transportation equipment accounted for the largest single share of Kansas' manufactured exports. More than two-fifths of the state's total foreign shipments were composed of these goods. Manufactured foods and nonelectric machinery were also important exports, together accounting for another third of foreign sales.

Exports of transportation equipment were valued at \$644 million in 1981, 178 percent above the 1977 level. Foreign sales accounted for \$1 out of every \$7 earned by the industry in 1981, and employment directly related to exports accounted for 15 percent of the industry's total work force. Kansas ranked 10th in the nation in transportation equipment exports.

The overseas shipments of the food products industry, Kansas' largest, totaled \$298 million in 1981. This represented an 89 percent rise over 1977 foreign sales, nearly double the rate of increase in the state's overall production of food products.

Foreign sales of the nonelectric machinery industry in 1981 totaled \$240 million, 80 percent above the 1977 level. Export growth was faster than total production, which advanced by 56 percent over the

period. In 1981 \$1 out of every \$9 earned by the industry was attributable to export sales. A total of 2,500 workers, 8.5 percent of those in the nonelectric machinery industry, were employed in jobs directly related to exports.

The Census Bureau has estimated that the full impact of U.S. exports on Kansas' manufacturing activity was 10.1 percent rather than the 5.7 percent attributable to direct exports as shown in table 3. Estimates including supporting shipments of materials and parts for incorporation in products exported from 50 states are shown in tables 6 to 8. Thus, of the expanded manufacturing output generated between 1977 and 1981, 14 percent—or \$1 out of every \$7—was due to export-related shipments.

## **Led in wheat and flour exports**

Kansas' share of U.S. agricultural exports in FY 1982, including some manufactures of farm origin, were estimated to be \$1.6 billion, almost two-thirds more the FY 1977 level. Wheat and flour exports of \$905 million accounted for over half of the state's foreign sales of agricultural products. Kansas was the nation's leading exporter of wheat and flour. In FY 1982 the state also shipped feed grains valued at \$314 million. Overseas shipments of soybeans tripled between FY 1977 and FY 1982.

The sharp growth of agricultural exports from FY 1977 to FY 1982 accounted for 34 percent of the rise in farm sales and added substantially to the income of Kansas farms. In this period, the export

*(continued on back cover)*

# Explanatory Notes

State export statistics presented in this report are estimates, in contrast to national export statistics, which are compiled from export documents prepared at the time goods leave the country. This note considers the reasons for, and consequences of, that difference.

Export estimates for each state are needed in order to measure the relative impact throughout our nation of changes in goods sold abroad. National export data are compiled each month in detail by types of goods sold and summarized in large commodity aggregates and overall totals—but in order to measure exports by each state of origin, which is not identified in shippers' export documents, special studies are necessary.

This report—one in a series of reports for each state—brings together state export estimates from studies by various U.S. Government agencies on manufactured goods, agricultural products, fishery products, and selected minerals. Overall totals for all goods exported from each state are not shown since these studies differ in methodology, frequency, export valuation, and U.S. geographic coverage, and the manufactures and agricultural studies somewhat overlap the products covered.

**Manufactured Exports** in this report relate to manufactures as defined in the Standard Industrial Classification (SIC) and include manufactured food, mineral fuel products, fats, oils, firearms, and ammunition not typically part of the Standard International Trade Classification (SITC) definition of manufactures. For the United States as a whole, exports of these additional products totaled \$28.5 billion in 1981. Exports, normally valued at the port of exportation, are adjusted to f.o.b. plant values to make accurate comparisons with production (shipments) data.

The state estimates for manufactured goods are based on surveys of manufacturers conducted by the Industry Division of the Bureau of the Census. These studies are for selected years; cover the continental United States, Alaska, and Hawaii; and present data classified by the 20 major SIC industry groups (2-digit). Tables 1 to 3 show

the value of state exports and state production, and the number of workers employed in manufacturing plants producing the finished goods for direct shipment to foreign destinations.

State economies also benefit from manufactured goods produced for ultimate export through other states, and from jobs related to manufactured exports which are generated in nonmanufacturing industries. In the table below, percentages show the full impact of export-related manufactures on state employment. Tables 6 to 8 show the percent of production and the value of state export-related manufactures—direct exports plus indirect exports or the value of materials and parts incorporated in products exported from elsewhere in the nation—and the number of state export-related workers employed in manufacturing plants producing these goods. Table 8 also shows the total number of workers related to manufactured exports—in manufacturing plus the number in nonmanufacturing industries supporting manufactured exports by supplying materials or services such as forwarding, warehousing, transport, and other foreign trade-related services.

**Agricultural Exports** relate to food products other than those from marine sources, unmanufactured tobacco, and other agricultural products simply processed such as fibers, raw hides and skins, fats and oils, wine and beverages other than distilled types.

The state estimates for agricultural exports are from studies prepared by the U.S. Department of Agriculture. Exports reflect shares in national exports according to each state's production and sales data. Export values were obtained by multiplying each state's share of farm production by commodity times the total export value for each of the respective commodities. These annual studies are for fiscal years ending September 30 and for all states except Alaska, and show data classified by 18 commodity groups. Tables 4 and 5 show the value of state exports and the percent of farm sales.

**Other Exports**—Fishery products, various minerals, and fuel export estimates shown in the Highlights on page 1 for selected states are from studies prepared by the National Oceanic and Atmospheric Administration (NOAA), the U.S. Department of Interior, and the U.S. Department of Energy, respectively. Exports generally reflect shares in national exports according to state production.

## Annual Exports and Employment Related to Manufactured Exports

	Manufactured exports	Manufacturing employment		Total employment, including nonmanufacturing employment	
	(million dollars)	(thousands)	Percent of manufacturing employment	(thousands)	Percent of civilian employment
<b>Kansas *</b>					
1976	635	17.3	10.3	31.2	3.0
1977	689	15.8	9.4	30.1	2.9
1980	1,439	23.0	11.8	46.5	4.1
1981	1,517	23.3	12.4	47.2	4.3
<b>United States</b>					
1976	83,098	2,125.4	11.3	3,452.1	4.0
1977	85,796	1,990.2	10.2	3,258.2	3.6
1980	151,216	2,639.3	12.8	4,808.3	4.8
1981	164,283	2,603.8	12.8	4,794.0	4.7

\* Kansas export-related manufactures were as follows in million dollars: 1976, 1,101; 1977, 1,158; 1980, 2,468; and 1981, 2,678. About 14 percent of the increase in Kansas manufacturing production from 1977 to 1981 was generated by growth in export-related manufactures.

TABLE 1

# Kansas Manufactured Exports, Production, and Employment, 1981

- Kansas leading manufactured exports were transportation equipment, food products, and nonelectric machinery.
- These three industries accounted for 78 percent of Kansas' total exports of manufactures.

Industry group	Production (million dollars)	Estimated exports	Exports as percent of production	Estimated employment related to exports (thousands)	Employment related to exports as percent of total employment
<b>Total <sup>1</sup></b>	26,474	<b>1,517</b>	5.7	14.2	7.6
Transportation equipment	4,531	<b>644</b>	14.2	7.1	14.6
Food and kindred products	5,790	<b>298</b>	5.2	0.8	4.0
Machinery, except electric	2,181	<b>240</b>	11.0	2.5	8.5
Rubber and plastic products	691	<b>82</b>	11.8	0.6	8.8
Electric and electronic equipment	646	<b>67</b>	10.3	1.1	10.2
Chemicals and allied products	1,540	<b>42</b>	2.7	0.2	2.6
Instruments and related products	162	<b>29</b>	18.1	0.6	17.6
Primary metal industries	297	<b>29</b>	9.7	0.1	2.7
Apparel and textile products	582	<b>28</b>	4.8	0.1	2.0
Fabricated metal products	798	<b>22</b>	2.7	0.2	2.2
Stone, clay, and glass products	690	<b>11</b>	1.6	0.1	1.8
Printing and publishing	1,168	<b>10</b>	0.9	0.1	0.6
Petroleum and coal products	6,472	<b>6</b>	0.1	( <sup>2</sup> )	--
Paper and allied products	461	<b>3</b>	0.7	( <sup>2</sup> )	--
Misc. manufacturing industries	88	<b>2</b>	2.3	( <sup>2</sup> )	--
Furniture and fixtures	156	<b>1</b>	0.7	( <sup>2</sup> )	--
Lumber and wood products	217	<b>1</b>	0.5	( <sup>2</sup> )	--
Textile mill products	2	( <sup>3</sup> )	6.7	( <sup>2</sup> )	--
Leather and leather products <sup>4</sup>	22	( <sup>3</sup> )	0.9	( <sup>2</sup> )	--

<sup>1</sup> Total includes estimated exports, production values, and employment numbers which are withheld for certain industry groups to avoid disclosure of individual companies' data.

<sup>2</sup> Less than 50 employees. <sup>3</sup> Less than \$500,000. <sup>4</sup> 1980. -- Not applicable.

TABLE 2

# Kansas Growth in Manufactured Exports

- In 1981, Kansas manufactured exports totaled \$1.5 billion, two and a fifth times the 1977 value.
- Over three-fourths the increase stemmed from growth in transportation equipment, food products, and nonelectric machinery exports.

Industry group	Export value (million dollars)					Percent increase from 1977 to 1981		Export increase as percent of production increase 1977-81
	1960	1969	1972	1977	1981	Exports	Pro- duction	
<b>Total</b>	97	241	283	689	<b>1,517</b>	120	66	8
Transportation equipment	40	125	140	232	<b>644</b>	178	49	27
Food and kindred products	28	42	46	158	<b>298</b>	89	47	8
Machinery, except electric	14	33	43	133	<b>240</b>	80	56	14
Rubber and plastic products	( <sup>1</sup> )	5-10	( <sup>1</sup> )	29 <sup>2</sup>	<b>82</b>	183 <sup>3</sup>	59 <sup>3</sup>	21 <sup>3</sup>
Electric and electronic equipment	( <sup>1</sup> )	1-5	( <sup>1</sup> )	18	<b>67</b>	261	77	17
Chemicals and allied products	( <sup>1</sup> )	15	13	28	<b>42</b>	51	59	2
Instruments and related products	( <sup>1</sup> )	0-1	( <sup>1</sup> )	8	<b>29</b>	253	46	41
Primary metal industries	( <sup>1</sup> )	1-5	( <sup>1</sup> )	( <sup>1</sup> )	<b>29</b>	--	--	--
Apparel and textile products	( <sup>4</sup> )	0-1	( <sup>1</sup> )	( <sup>1</sup> )	<b>28</b>	--	--	--
Fabricated metal products	4	4	8	18	<b>22</b>	18	52	1
Stone, clay, and glass products	1	1-5	( <sup>1</sup> )	5	<b>11</b>	143	34	4
Printing and publishing	( <sup>1</sup> )	1-5	( <sup>1</sup> )	2 <sup>2</sup>	<b>10</b>	312 <sup>3</sup>	86 <sup>3</sup>	1 <sup>3</sup>
Petroleum and coal products	( <sup>1</sup> )	1-5	( <sup>1</sup> )	4	<b>6</b>	58	143	( <sup>5</sup> )
Paper and allied products	( <sup>1</sup> )	0-1	( <sup>1</sup> )	4	<b>3</b>	-11	66	0
Misc. manufacturing industries	( <sup>1</sup> )	5-10	( <sup>1</sup> )	2	<b>2</b>	18	-( <sup>5</sup> )	100+
Furniture and fixtures	( <sup>1</sup> )	0-1	( <sup>1</sup> )	( <sup>4</sup> )	<b>1</b>	450	121	1
Lumber and wood products	( <sup>4</sup> )	0-1	( <sup>1</sup> )	6	<b>1</b>	-83	( <sup>5</sup> )	0
Textile mill products	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	<b>(<sup>1</sup>)</b>	--	--	--
Leather and leather products	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	<b>(<sup>1 5</sup>)</b>	--	--	--

<sup>1</sup> Not available. <sup>2</sup> 1976. <sup>3</sup> 1976-1981. <sup>4</sup> Less than \$500,000. <sup>5</sup> Less than one half of one percent. <sup>6</sup> 1980. -- Not applicable.  
Note: Totals for all years include values for industry groups which are not shown separately.



TABLE 3

# United States Manufactured Exports by State

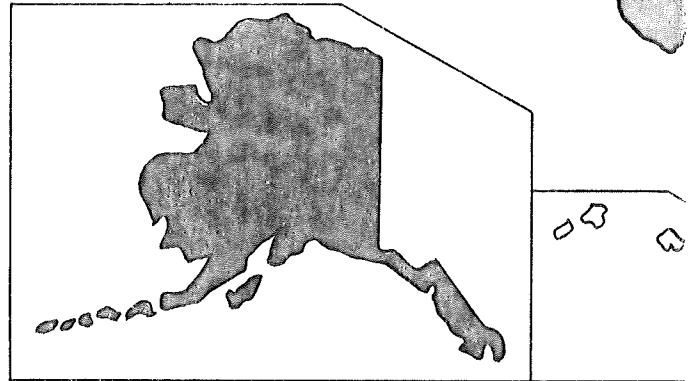
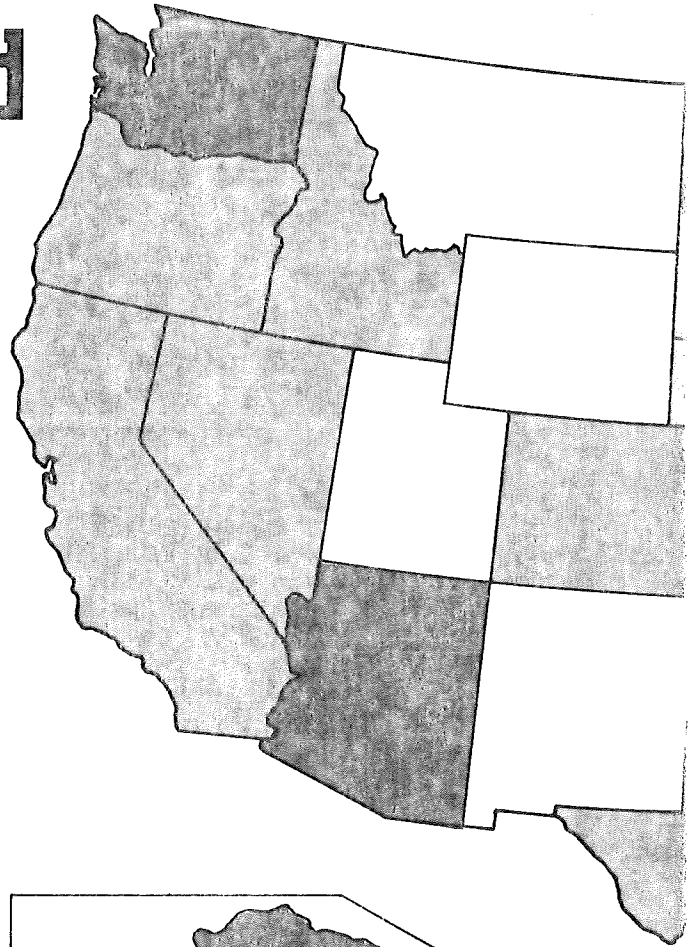
- California, Texas, Illinois, Ohio, and Michigan continued to be the top five exporters of manufactures in 1981.
- Manufactured exports totaled \$2 billion or more for almost half of the 50 states.

State	Rank as exporter in 1981	Export value (million dollars)				Percent increase from 1977 to 1981	Estimated exports as percent of state production	Employment related to exports as percent of state employment
		1969	1972	1977	1981			
<b>U.S., total</b>	--	<b>29,210</b>	<b>36,608</b>	<b>85,796</b>	<b>164,283</b>	<b>91</b>	<b>8.1</b>	<b>7.3</b>
California	1	2,721	2,809	9,116	18,775	106	9.8	9.7
Texas	2	1,468	1,982	5,386	11,687	117	6.5	7.2
Illinois	3	2,343	2,902	6,313	10,369	64	8.2	6.9
Ohio	4	2,338	3,054	6,028	10,353	72	8.5	7.9
Michigan	5	2,613	3,522	6,937	10,275	48	9.8	7.6
New York	6	2,296	2,795	5,833	10,155	74	8.5	6.5
Washington	7	954	1,781	2,805	9,023	222	24.5	21.9
Pennsylvania	8	1,902	2,351	4,714	8,129	72	7.1	6.9
Massachusetts	9	818	920	2,310	5,096	121	10.6	8.6
Indiana	10	998	1,404	2,942	5,008	70	7.1	7.0
North Carolina	11	739	705	2,291	4,682	104	7.5	5.0
New Jersey	12	1,114	1,328	2,881	4,469	55	6.1	5.8
Wisconsin	13	785	916	2,132	4,031	89	7.4	7.4
Louisiana	14	396	541	1,494	3,725	149	6.4	6.6
Florida	15	426	567	1,583	3,352	112	9.1	6.6
Virginia	16	581	716	1,573	3,344	113	9.3	6.7
Tennessee	17	472	679	1,501	3,285	119	8.0	5.6
Connecticut	18	659	848	1,662	3,083	85	10.2	8.2
Missouri	19	634	577	1,682	3,013	79	7.3	6.2
Minnesota	20	492	654	1,605	2,730	70	7.7	7.1
Iowa	21	412	590	1,578	2,705	71	8.1	8.2
Georgia	22	428	580	1,419	2,505	76	7.0	4.8
South Carolina	23	254	312	1,150	2,230	94	8.0	5.5
Alabama	24	318	287	895	1,936	116	6.3	5.5
Kentucky	25	345	451	1,354	1,935	43	6.4	5.1
Oregon	26	240	237	906	1,724	90	9.2	9.0
Arizona	27	157	266	680	1,639	141	13.1	15.4
Arkansas	28	204	320	626	1,604	156	8.7	6.1
<b>Kansas</b>	<b>29</b>	<b>241</b>	<b>283</b>	<b>689</b>	<b>1,517</b>	<b>120</b>	<b>5.7</b>	<b>7.6</b>
Oklahoma	30	158	252	639	1,515	137	6.0	7.3
Colorado	31	157	245	668	1,283	92	7.5	8.6
Maryland	32	362	314	634	1,219	92	5.7	5.3
West Virginia	33	235	295	438	1,199	174	10.0	6.1
Mississippi	34	181	236	718	1,159	61	5.9	4.6
Nebraska	35	100	134	328	945	188	6.1	6.3
Alaska	36	33-48	( <sup>1</sup> )	374	653	75	33.4	32.5
New Hampshire	37	74	103	290	637	120	8.8	8.9
Rhode Island	38	110	107	297	586	98	7.7	6.8
Maine	39	77	83	232	498	114	5.5	5.6
Idaho	40	35	27	246	460	87	9.2	6.8
Utah	41	48	127	173	449	159	4.6	5.8
Delaware	42	124	128	155	375	142	4.1	3.7
Vermont	43	52	52	183	229	25	6.3	6.0
South Dakota	44	13	( <sup>1</sup> )	95	185	96	6.3	4.5
North Dakota	45	7	14	73	156	114	6.6	7.9
Nevada	46	10-25	7	31	105	238	6.8	5.1
Hawaii	47	10-25	( <sup>1</sup> )	26	96	265	2.7	2.3
New Mexico	48	16	18	37	64	73	2.0	0.9
Montana	49	14	( <sup>1</sup> )	59	61	4	1.4	1.8
Wyoming	50	1-5	( <sup>1</sup> )	6	18	192	0.6	--

<sup>1</sup> U.S. total includes values withheld to avoid disclosure for individual companies or because estimate did not meet publication standards. -- Not applicable.

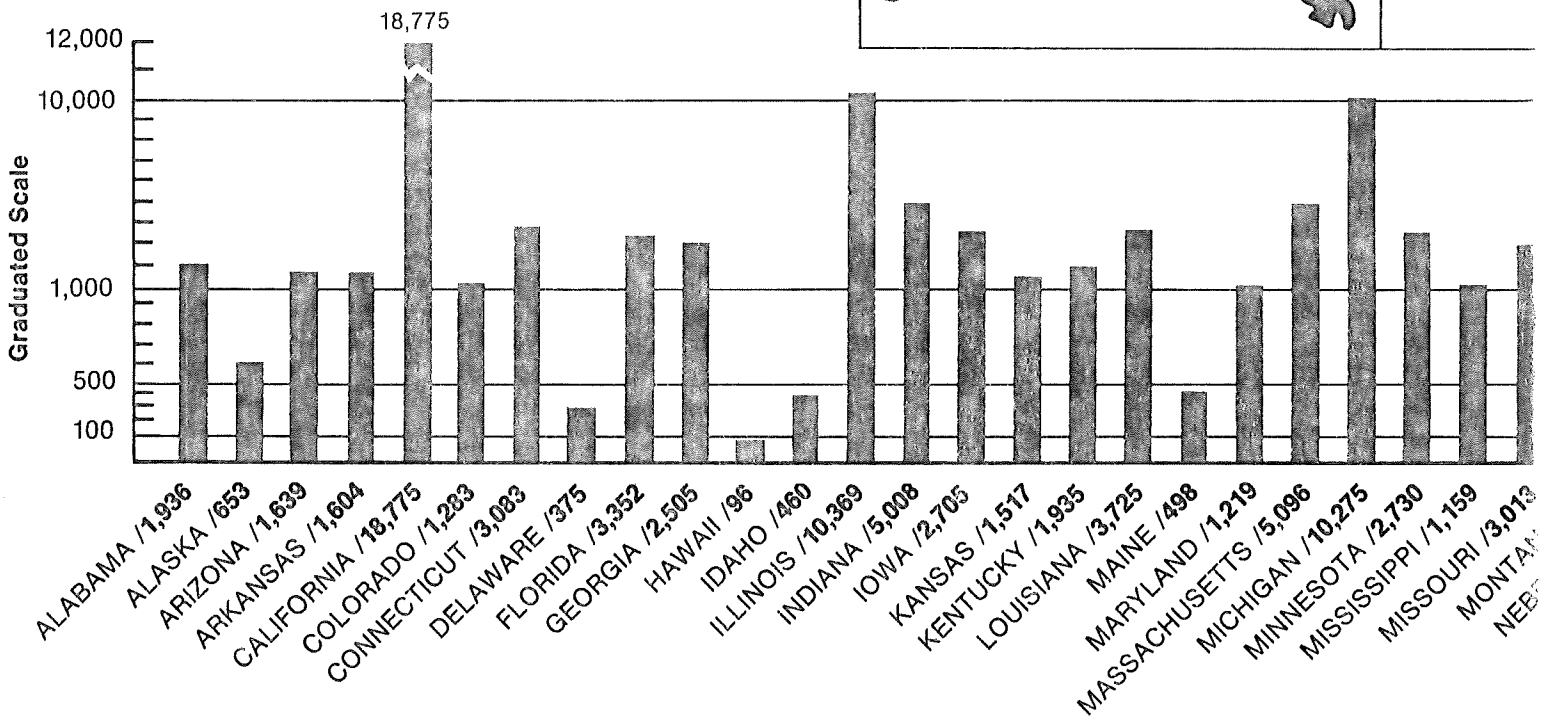
# U.S. Manufactured Exports by State

- All 50 states shared in U.S. exports of manufactures.
- Exports accounted for varying percentages of domestic production



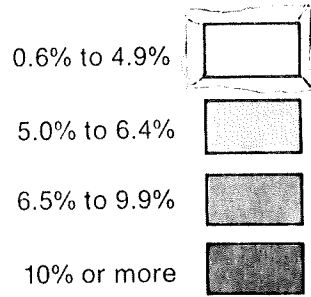
## Estimated Value of Exports of Manufactures, 1981

(in millions of dollars)





**Estimated Exports as Percent of Production, 1981  
(Indicated by shading)**



(in millions of dollars)

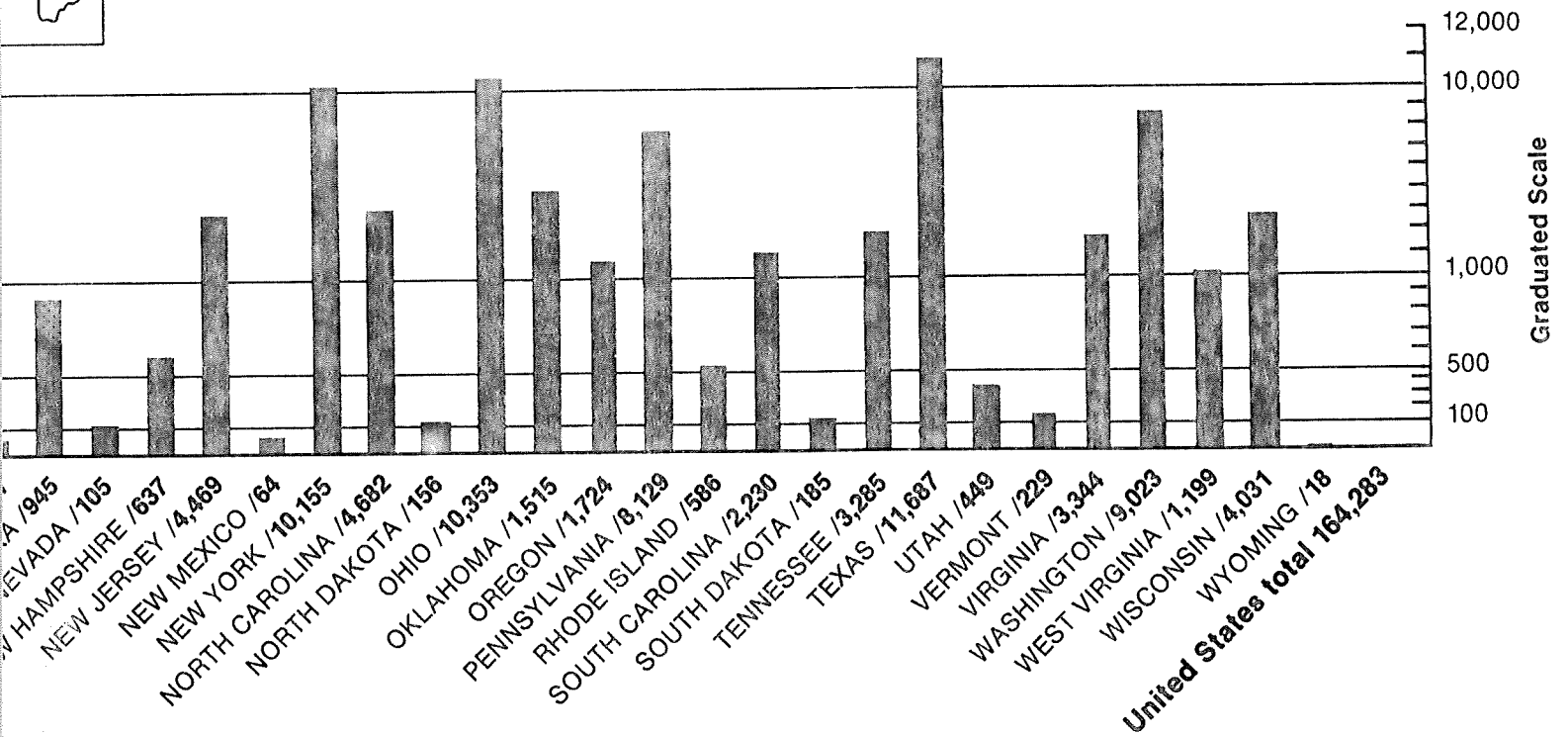


TABLE 4

# Kansas Agricultural Exports\*

- In fiscal 1982, Kansas' share of U.S. agricultural exports totaled \$1,628 million, over one and a half times the 1977 value.
- Wheat/flour and feed grains were the leading farm export from the state.

Product	Estimated exports (million dollars)				Percent increase 1977 to 1982
	FY 1968	FY 1972	FY 1977	FY 1982	
<b>Total</b>	296	365	998	<b>1,628</b>	63
Wheat and products	189	202	474	<b>905</b>	91
Feed grains and products	49	61	274	<b>314</b>	14
Soybeans	14	31	58	<b>191</b>	231
Meats and products	4	10	30	<b>60</b>	102
Hides and skins	5	12	36	<b>50</b>	40
Fats, oils, and greases	6	15	35	<b>46</b>	34
Vegetables and preparation	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	<b>15</b>	4,833
Dairy products	2	1	( <sup>1</sup> )	<b>4</b>	1,200
Poultry and products	( <sup>1</sup> )	( <sup>1</sup> )	1	<b>1</b>	25
Fruits and preparations	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	<b>1</b>	150
Nuts and preparations	( <sup>2</sup> )	( <sup>2</sup> )	( <sup>2</sup> )	<b>(<sup>1</sup>)</b>	--
Other products	26	33	91	<b>42</b>	-54

\* Exports reflect shares in national exports according to each state's production.

<sup>1</sup> Less than \$500,000. <sup>2</sup> Not available. -- Not applicable.

TABLE 5

# United States Agricultural Exports\* by State

- Exports accounted for over one fourth of total U.S. farm sales in FY 1982 and for more than 25 percent of sales from 20 of the states.
- Illinois, Iowa, California, and Texas each exported more than \$2 billion of farm products.

State	Rank as exporter FY 1982	Export value (million dollars)				Percent increase FY 1977 to FY 1982	Exports as percent of farm sales <sup>1</sup> FY 1982
		FY 1968	FY 1972	FY 1977	FY 1982		
<b>U.S., total</b>	--	<b>26,315</b>	<b>8,050</b>	<b>24,013</b>	<b>239,094</b>	<b>63</b>	<b>27.5</b>
Illinois	1	585	758	2,539	3,306	30	43.3
Iowa	2	392	620	2,042	3,026	48	28.9
California	3	413	592	1,774	2,854	61	20.6
Texas	4	551	456	1,761	2,569	46	25.4
Minnesota	5	226	347	918	1,883	105	29.4
Nebraska	6	230	283	988	1,808	83	26.4
<b>Kansas</b>	<b>7</b>	<b>296</b>	<b>365</b>	<b>998</b>	<b>1,628</b>	<b>63</b>	<b>29.3</b>
Indiana	8	252	384	1,319	1,559	18	36.6
Missouri	9	174	317	766	1,404	83	34.4
North Dakota	10	166	250	554	1,326	149	50.7
Arkansas	11	255	352	907	1,283	41	39.2
North Carolina	12	366	420	964	1,247	29	29.8
Ohio	13	194	262	957	1,052	10	31.6
Washington	14	152	163	414	946	129	33.0
Mississippi	15	164	230	648	787	21	35.8
Oklahoma	16	115	108	410	781	90	26.9
Michigan	17	92	107	318	753	137	28.2
Kentucky	18	69	132	473	731	55	24.7
Georgia	19	132	173	476	706	48	21.7
South Dakota	20	95	124	210	655	212	23.8
Louisiana	21	155	191	543	626	15	37.4
Colorado	22	63	98	239	612	156	19.6
Wisconsin	23	59	104	263	592	125	11.9
Tennessee	24	102	143	390	590	51	31.0
Florida	25	101	148	390	586	50	14.2
Montana	26	107	101	322	559	74	37.9
Idaho	27	66	91	262	551	110	24.6
Alabama	28	56	102	332	481	45	21.7
Oregon	29	49	65	182	423	132	24.1
South Carolina	30	107	135	312	407	30	35.6
Arizona	31	61	70	285	404	42	23.3
Virginia	32	80	92	225	384	71	23.5
Pennsylvania	33	65	42	137	246	79	8.3
New York	34	63	44	109	214	96	8.2
Maryland	35	35	41	136	188	39	17.9
New Mexico	36	24	28	82	121	48	13.6
Wyoming	37	8	16	38	95	154	15.8
Utah	38	14	19	55	80	45	14.7
Delaware	39	15	14	53	73	38	18.5
New Jersey	40	19	11	38	65	72	13.9
Hawaii	41	16	17	59	41	-30	8.4
Maine	42	6	5	28	28	1	6.5
Massachusetts	43	5	6	12	24	105	7.6
Nevada	44	2	4	10	22	118	10.5
West Virginia	45	6	4	11	22	97	9.5
Connecticut	46	8	12	22	15	-32	4.6
Vermont	47	2	4	3	8	138	1.9
New Hampshire	48	1	1	2	4	89	3.6
Rhode Island	49	( <sup>3</sup> )	( <sup>3</sup> )	1	1	11	3.1
Alaska	50	( <sup>4</sup> )	( <sup>4</sup> )	( <sup>5</sup> )	( <sup>4</sup> )	--	--

\* Exports reflect shares in national exports according to each state's production. <sup>1</sup> Commercial sales plus net Commodity Credit Corporation loans and purchases under price support programs. <sup>2</sup> Includes exports that were not apportioned among states. <sup>3</sup> Less than \$500,000. <sup>4</sup> Not available. <sup>5</sup> Less than \$100,000. -- Not applicable.



TABLE 6

# Kansas Manufactured Production, Export-Related Manufactures and Employment, 1981

- About 1 out of 8 Kansas jobs in manufacturing are due to exports.
- Two industries—transportation equipment and nonelectric machinery—accounted for 61 percent of Kansas' export-related jobs in manufacturing.

Industry group	Production (million dollars)	Export- related manufactures	Export related as percent of production	Employment for export- related manufactures (thousands)	Employment for export related as percent of total employment
<b>Total<sup>1</sup></b>	26,474	2,678	10.1	23.3	<b>12.4</b>
Transportation equipment	4,531	904	19.9	10.0	<b>20.5</b>
Food and kindred products	5,790	415	7.1	1.2	<b>6.0</b>
Machinery, except electric	2,181	336	15.4	4.1	<b>13.9</b>
Petroleum and coal products	6,472	323	4.9	0.2	<b>4.1</b>
Chemicals and allied products	1,540	172	11.1	0.9	<b>11.5</b>
Rubber and plastic products	691	123	17.8	1.0	<b>14.7</b>
Electric and electronic equipment	646	95	14.6	1.6	<b>14.8</b>
Primary metal industries	297	72	24.1	0.6	<b>16.2</b>
Fabricated metal products	798	46	5.8	0.5	<b>5.5</b>
Paper and allied products	461	41	8.8	0.3	<b>7.1</b>
Stone, clay, and glass products	690	41	5.8	0.3	<b>5.4</b>
Apparel and textile products	582	35	5.9	0.2	<b>3.9</b>
Instruments and related products	162	34	20.6	0.7	<b>20.5</b>
Printing and publishing	1,168	26	2.2	0.3	<b>1.8</b>
Lumber and wood products	217	9	4.1	0.1	<b>4.7</b>
Misc. manufacturing industries	88	3	3.5	( <sup>2</sup> )	( <sup>3</sup> )
Furniture and fixtures	156	2	1.5	( <sup>2</sup> )	( <sup>3</sup> )
Leather and leather products	22	1	6.5	( <sup>2</sup> )	( <sup>3</sup> )
Textile mill products	2	( <sup>4</sup> )	13.3	( <sup>2</sup> )	( <sup>3</sup> )

<sup>1</sup> Total includes estimated production and export-related values, and employment numbers which are withheld for certain industry groups to avoid disclosure of individual companies' data. <sup>2</sup> Less than 50 employees. <sup>3</sup> Less than one half of one percent. <sup>4</sup> Less than \$500,000. <sup>5</sup> 1980. -- Not applicable.

TABLE 7

# Kansas Growth in Export-Related Manufactures

- The 131 percent growth in the value of export-related manufactures from 1977 to 1981 was much faster than the rate of expansion in production.
- Nearly two-fifths of the increase in transportation equipment production and one-fifth of the rise in nonelectric machinery output was generated by growth in export-related manufactures.

Industry group	Export-related manufactures (million dollars)		Percent increase from 1977 to 1981		Export-related increase as percent of production increase 1977-81
	1977	1981	Export related	Pro- duction	
<b>Total<sup>1</sup></b>	1,158	2,678	131	66	<b>14</b>
Transportation equipment	354	904	155	49	<b>37</b>
Food and kindred products	210	415	98	47	<b>11</b>
Machinery, except electric	182	336	84	56	<b>20</b>
Petroleum and coal products	56	323	480	143	<b>7</b>
Chemicals and allied products	82	172	110	59	<b>16</b>
Rubber and plastic products	57 <sup>2</sup>	123	115 <sup>3</sup>	59 <sup>3</sup>	<b>26<sup>3</sup></b>
Electric and electronic equipment	34	95	180	77	<b>22</b>
Primary metal industries	( <sup>1</sup> )	72	--	--	--
Fabricated metal products	33	46	40	52	<b>5</b>
Paper and allied products	20	41	106	66	<b>11</b>
Stone, clay, and glass products	18	41	124	34	<b>13</b>
Apparel and textile products	( <sup>1</sup> )	35	--	--	--
Instruments and related products	11	34	199	46	<b>44</b>
Printing and publishing	10 <sup>2</sup>	26	170 <sup>3</sup>	86 <sup>3</sup>	<b>3<sup>3</sup></b>
Lumber and wood products	13	9	-31	( <sup>4</sup> )	<b>0</b>
Misc. manufacturing industries	3	3	11	-( <sup>4</sup> )	<b>100+</b>
Furniture and fixtures	1	2	243	121	<b>2</b>
Textile mill products	( <sup>1</sup> )	( <sup>5</sup> )	--	--	--
Leather and leather products	( <sup>1</sup> )	1 <sup>6</sup>	--	--	--

<sup>1</sup> Totals include values for industry groups which are not shown separately. <sup>2</sup> 1976. <sup>3</sup> 1976-1981. <sup>4</sup> Less than one half of one percent. <sup>5</sup> Less than \$500,000. <sup>6</sup> 1980. -- Not applicable.

TABLE 8

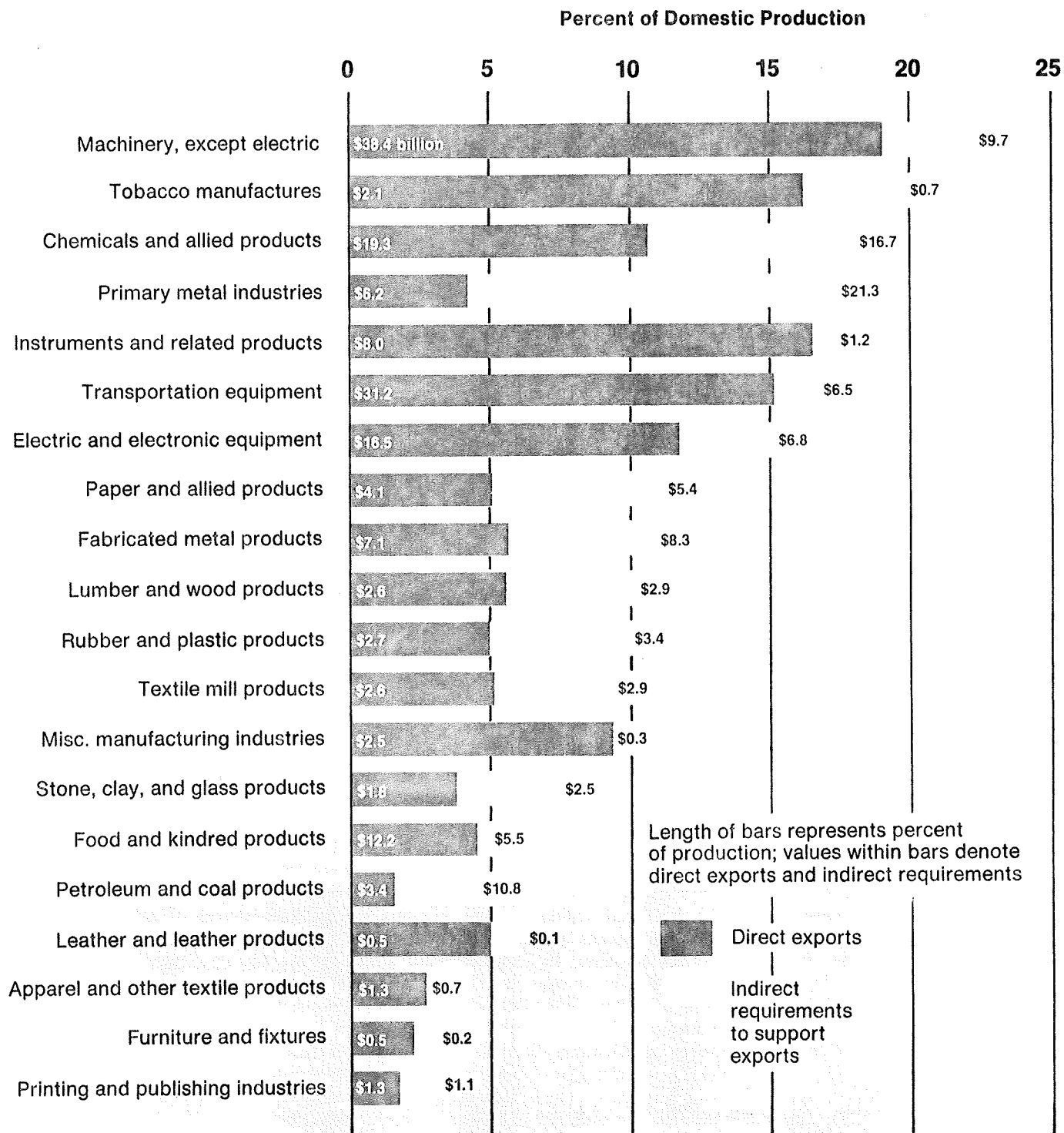
# United States Export-Related Manufactures and Employment by State

- California, New York, Texas, Pennsylvania, and Ohio led the states with the largest number of jobs related to manufactured exports.
- Employment rates were highest in Connecticut, Washington, Ohio, and Delaware for jobs in all industries related to manufactured exports.

State	Rank as export related in 1981	Export-related manufactures				Employment for export related as percent of manufacturing employment	Total employment related to manufactured exports	
		1977 (million dollars)	1981	Percent increase from 1977 to 1981	Percent of state production 1981		(thousands)	Percent of civilian employment
<b>U.S., total</b>	--	<b>142,404</b>	<b>271,703</b>	<b>91</b>	<b>13.4</b>	<b>12.8</b>	<b>4,794.0</b>	<b>4.7</b>
California	1	13,319	27,399	106	14.2	14.5	526.5	4.7
Texas	2	9,196	22,651	146	12.5	12.7	285.5	4.2
Ohio	3	11,047	18,132	64	14.8	14.7	284.0	6.2
Illinois	4	10,216	17,039	67	13.4	12.9	275.4	5.4
Michigan	5	10,975	15,512	41	14.7	14.6	218.9	5.7
Pennsylvania	6	8,955	15,485	73	13.4	13.2	284.1	5.5
New York	7	8,894	15,260	72	12.7	11.4	372.0	4.9
Washington	8	3,716	10,773	190	29.2	26.3	121.9	6.5
Indiana	9	5,784	9,692	68	13.7	13.3	140.3	5.8
New Jersey	10	4,880	8,204	68	11.2	11.9	175.0	5.4
North Carolina	11	3,883	7,808	101	12.5	9.8	150.3	5.5
Massachusetts	12	3,498	7,425	112	15.4	14.2	155.1	5.6
Louisiana	13	2,734	7,415	171	12.8	11.9	63.7	3.6
Wisconsin	14	3,607	6,590	83	12.0	13.0	114.9	5.3
Tennessee	15	2,716	5,567	105	13.4	10.3	102.5	5.3
Virginia	16	2,480	5,163	108	14.3	11.1	88.3	3.6
Georgia	17	2,723	4,981	83	10.5	9.7	106.1	4.3
Florida	18	2,294	4,965	116	13.4	10.8	129.9	3.0
Connecticut	19	2,687	4,886	82	16.2	14.9	103.5	7.1
Missouri	20	2,834	4,861	72	11.7	11.1	94.7	4.3
South Carolina	21	2,117	4,194	98	15.0	11.7	76.4	5.5
Minnesota	22	2,298	4,135	80	11.6	12.4	90.9	4.5
Alabama	23	2,061	4,024	95	13.1	11.0	71.1	4.6
Iowa	24	2,228	3,940	77	11.8	12.0	60.0	4.5
Kentucky	25	2,367	3,751	58	12.3	10.6	58.7	3.9
Oregon	26	1,498	2,801	87	14.8	14.5	58.7	4.7
Oklahoma	27	1,044	2,752	164	10.8	12.4	54.5	4.0
<b>Kansas</b>	<b>28</b>	<b>1,158</b>	<b>2,678</b>	<b>131</b>	<b>10.1</b>	<b>12.4</b>	<b>47.2</b>	<b>4.3</b>
Arkansas	29	1,086	2,524	132	13.6	10.5	40.8	4.3
Arizona	30	1,050	2,461	134	19.7	20.5	53.7	4.4
West Virginia	31	1,108	2,361	113	19.7	14.6	30.7	4.2
Maryland	32	1,327	2,348	77	11.0	10.8	53.8	2.6
Mississippi	33	1,111	2,066	86	10.4	8.2	36.9	3.7
Colorado	34	976	1,922	97	11.1	12.7	49.4	3.3
Nebraska	35	576	1,477	156	9.5	10.0	24.4	3.3
Utah	36	416	1,050	153	10.6	10.3	20.5	3.3
Rhode Island	37	540	1,018	88	13.4	12.0	24.9	5.8
New Hampshire	38	455	994	119	13.6	14.1	24.3	5.5
Maine	39	425	924	118	10.1	9.9	20.9	4.5
Delaware	40	346	852	146	9.4	13.5	15.1	6.1
Idaho	41	381	740	94	14.7	11.7	15.4	3.9
Alaska	42	393	711	81	36.3	34.1	6.3	3.3
Vermont	43	287	451	57	12.3	11.6	10.1	4.0
Montana	44	182	327	80	7.6	7.5	7.9	2.2
South Dakota	45	130	267	105	9.1	7.9	8.1	2.6
North Dakota	46	98	242	147	10.2	11.1	7.8	2.6
New Mexico	47	109	235	116	7.2	4.6	9.5	1.7
Hawaii	48	66	232	252	6.3	4.5	6.4	1.5
Nevada	49	70	205	192	13.1	10.1	5.4	1.2
Wyoming	50	43	180	320	5.6	4.4	5.1	2.1

# Exports of U.S. Manufacturing Industries Related to Domestic Production, 1981

## Direct Exports and Indirect Requirements to Support Exports



Note: Percentages shown for each industry indicate the total relative impact of exports on the domestic economy, including direct exports and goods shipped from domestic establishments for use as inputs in manufactured products exported from other establishments. Such inputs are included in domestic production industry totals.

continued from page 1

contribution to each dollar of the state's farm sales increased from 27 to 29 cents.

### Export-related employment

Kansas' \$1.5 billion worth of manufactured exports provided direct employment for an estimated 14,200 workers in 1981. Those jobs constituted 7.6 percent of the total manufacturing employment in the state. From 1977 to 1981 the number of workers engaged in the production of manufactures rose by 12 percent, while employment directly related to exports advanced at four times that pace. Half of these workers were concentrated in the transportation equipment industry. These jobs represented 15 percent of the work force in that industry.

In addition, an estimated 9,100 jobs were required in the state to manufacture products used by other establishments in the United States as inputs for manufactures that were ultimately exported. Thus, an estimated 23,300 jobs in Kansas were directly or indirectly dependent on exports of manufactured

goods. This was 12.4 percent of all manufacturing employment in the state.

Three-fifths of the jobs dependent on manufactured exports were concentrated in the transportation equipment and nonelectric machinery industries. These jobs accounted for one out of five jobs in the transportation equipment industry and one out of seven jobs in the nonelectric machinery industry.

An additional 23,900 jobs were generated in non-manufacturing industries that supply materials and services supporting manufactured exports. Kansas' total employment related to manufactured exports amounted to 47,200.

It is estimated that Kansas' farm employment related to exports in 1982 amounted to 32,200 or about one out of every three farmers. This estimate assumes that the number of farmers dependent on exports corresponds to the ratio of exports to farm sales in the state. Depending on numerous variables, including the character of the product, mechanization, and degree of intensiveness of farming, it may somewhat understate or overstate the actual number dependent on exports.

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## STATE EXPORT REPORTS

This report is one of a series of 50 prepared by the Office of Trade and Industry Information/Trade Information and Analysis, International Trade Administration on exports from the individual states. Data on manufactured and agricultural exports are presented in tabular form for a series of years. In addition, recent information is included on state exports of fish, fish products, and minerals. The statistics on 1981 exports of manufactures by state were taken from *Origin of Exports of Manufactured Products, 1981 Annual Survey of Manufactures*, M81 (AS)-5, issued by the Bureau of the Census in May 1983. That publication can be ordered from the Data User Services Division, Customer

Services (Publications), Bureau of the Census, Washington, D.C. 20233, or from any U.S. Department of Commerce District Office for \$2.75 per copy. Data for earlier years were taken from similar Census reports now out of print.

The information on state shares of agricultural exports was taken from various issues of *Foreign Agricultural Trade of the United States* published by the U.S. Department of Agriculture. Special compilations on exports of minerals and fuels by state were provided by the Bureau of the Mines, U.S. Department of Interior, and by the Energy Information Administration, U.S. Department of Energy, and on fish and fishery products by National Oceanic and Atmospheric Administration, U.S. Department of Commerce.







## INTERNATIONAL

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

TO: Kansas Exporters

FROM: Nancy Mahrle

SUBJECT: Update on Exports

DATE: January, 1985

### KDED ACTIVITIES

Governor John Carlin led a Kansas agriculture and industrial trade delegation to Taiwan December 4-8, 1984 to promote trade and investment ties with the Republic of China.

Carlin, current chairman of the National Governor's Association, was the featured speaker at the USA-ROC Economic Council's annual meeting in Taipei, Taiwan. The meeting attracted more than 900 Taiwanese and Americans interested in expanding trade between the two nations.

The delegation met with government officials, agricultural and industrial product importers and other Taiwan firms considering U.S. locations for new facilities. While there, Taiwan also signed a contract for 109,000 metric tons of corn valued at \$14 million through Cargill, Inc.

Accompanying the Governor were officials from the Kansas Department of Economic Development, and the Kansas Board of Agriculture. Also attending were Kansas businessmen and women: Walter Botkins, president, Berico Industries; Louie Ai, senior merchant, Far-mar-co; Karen S. Lee, export consultant, Munns Medical Supply Co. and M-C Industries, Inc. and Kathy Patton, assistant farm director, WIBW AM Radio and TV.

KDED will be promoting Kansas products in the "Made in USA Fair" in Nagoya, Japan, March 11-14, 1985. The Fair, sponsored by the Japan External Trade Organization (JETRO), is the largest import promotion fair in Japan. In addition to the opportunity to exhibit US-made goods before an all business audience, JETRO will also be actively working to arrange specific business meetings between exhibitors and potential Japanese buyers.

JETRO has targeted six industry categories for its show which have the greatest market potential in Japan. These are: 1) medical equipment and supplies, 2) computer-assisted design/manufacturing, 3) biotechnology, 4) telecommunications, 5) analytical instruments, and 6) sporting goods, recreational equipment and health-related products.

KDED is assembling company product literature in these categories for a catalog display at their booth. If anyone is interested in having their product literature included in the display or would consider going as part of the State's delegation, please contact Nancy Mahrle on (913) 296-3483.



AROUND THE STATE

Emporia State University will hold a one-day Symposium on International Business on Friday, March 22, 1985. The Symposium, sponsored by the School of Business and the Center for Business & Economic Development, will permit scholars and business people to present and discuss issues in international business.

The Symposium's pre-registration fee is \$25.00 and includes the luncheon and a copy of the proceedings. Deadline for pre-registration is February 15. After that date the cost of the Symposium is \$35.00 per person.

For additional information, please contact the Center for Business and Economic Development, 1200 Commercial, Emporia State University, or telephone (316) 343-1200 ext. 384.

U.S. Department of Commerce is publishing a special issue of COMMERCIAL NEWS which will be devoted to promoting U.S. products, services and technology in the health care products industry. For a fee of \$40.00, Commerce will include your company's product or service in the June 1985 issue of COMMERCIAL NEWS USA. COMMERCIAL NEWS USA is circulated to an estimated 200,000 key executives in business and government around the world.

Eligible products include: Diagnostic imaging and therapy systems; x-ray apparatus, tubes, parts and accessories; electromedical apparatus; electro-therapeutic apparatus; medical, surgical, ophthalmic, and veterinary instruments and supplies; dental equipment, instruments, and supplies; dental and clinical laboratory equipment; orthopedic and prosthetic apparatus, equipment, and supplies; hearing devices and instrumentation; artificial limbs and implants; durable medical and rehabilitation equipment and furniture; systems for hospital control and patient monitoring; hospital refrigeration, sterilization, blood storage equipment.

Products excluded include: contact lenses, eyeglasses and frames; industrial laboratory equipment; institutional furniture; food preparation and handling equipment; general office and laundry equipment.

Deadline for application is March 1, 1985. For further information, please contact your nearest Commerce District Office -- in Kansas City, (816) 374-3141 and in Wichita, (316) 269-6160.

The U.S. Department of Commerce publishes directories of potential overseas customers for US goods and services for selected industries worldwide or, for all products and services in a single country. Called Trade Lists, these directories identify foreign distributors, agents, manufacturers, importers, retailers, and other purchasers. In addition to company name, address and product interests, Trade Lists provide name and title of key official, type of business, telex and cable address, telephone number, year established, size and other information on each company.

Examples of some of the Lists available include: Sports & Recreation Equip.; Agriculture & Garden Equip.; Medical Equip. & Supplies; and Heating, Ventilating, Air Conditioning & Refrigeration Equip.

Cost is approx. \$40.00/Trade List, however, the price decreases as time from publication date increases.

For a complete listing of industries and countries covered by Trade Lists or to subscribe, please contact George Lavid, U.S. Department of Commerce in Wichita on (316) 269-6160.



AROUND THE NATION

The Export-Import Bank (Eximbank) has created a new direct lending program to assist U.S. design, engineering, and architectural firms win contracts for foreign feasibility studies and pre-construction design and engineering services. To qualify, the contract must involve a project with the potential to generate US exports worth \$10 million or twice the amount of the initial contract, whichever is greater.

For more information on this or other programs offered by Eximbank, please call the Eximbank Business Advisory Service on (800) 424-5201.

Tenders Electronic Daily (TED) on the Euronet Computer Network offers US business direct daily access to the multi-billion dollar market in public tenders in over 80 countries. The service is offered in English and includes: supply contracts covered by the General Agreement on Tariffs & Trade procurement code; public works and supply contracts under EC directives and the European Development fund which are open for bidding to companies in the member states of the community, including subsidiaries of U.S. companies.

The subscription cost is \$48.30 per year plus \$9.60 per hour or 16¢ per minute. A one to two month free trial period is available. For further information and to subscribe to the Tenders Electronic Daily, contact the European Community Information Service, 2100 M Street, N.W., Suite 707, Washington, D.C. 20037, Telephone (202) 862-9500.

INTERNATIONAL CALENDAR

Mar. 9-22, 1985	Annual Cairo International Fair (open to all industrial sectors)	Cairo, Egypt
Mar. 18-22	Instrumentacao USA (analytical, laboratory and scientific instruments; lasers and electro-optical products; industrial process controls; quality control instruments; pumps and valves; and medical equip.	Sao Paulo
Apr. 15-19	International Fire and Security	London
Apr. 30-May 4	International Telecommunications & Business Communications Systems Exhibition	Jakarta, Indonesia
May 30-31	Healthcare Seminar & Trade Mission	Zagreb, Yugoslavia
June 3-12	Automotive Parts, Accessories & Equipment Trade Mission	Brussels & London
July 14-17	Fancy Food & Confection Show	Atlanta, Georgia
Oct. 1-3	Canadian Machine Tool Show	Toronto, Canada
Oct. 30-Nov. 10	International Catalog Exhibit	Santiago, Chile
Nov. 4-9	Agrotech - China (all areas of agricultural equipment, supplies & services)	Tianjin, PRC



TRADE OPPORTUNITIES

Greece KDED 118	Greek trading company wishes to import industrial and maritime hardware and agricultural materials and equipment for the Greek market.
Hong Kong KDED 119	Hong Kong trading company wishes to import fertilizer for end-users in the People's Republic of China.
Pakistan KDED 120	Pakistan soap manufacturer wishes to import processing and packaging equipment and raw materials related to soap manufacturing industry.
W. Germany KDED 121	W. German company is looking for agents, distributors or end-users in U.S. to market a water analysis and purification unit.
United Kingdom KDED 122	British company seeks agents/distributors for FUN CARS and GO KARTS with petrol engines. Engines are in compliance with American emission control regulations. Company also seeks company or organization interested in the construction, development and management of Miniature Motorized Vehicle Leisure complexes, using FUN CARS and GO KARTS.
Hong Kong KDED 123	Chinese owned company wishes to import a multi-band type 83 measuring radar (broad band jammer finder). System should include one homing radar, one lock on radar, two jammer finders and one automobile for mounting above equipment. Equipment should include emission system, reception display system, control system data processing system and antenna.
Kuwait ACOM 3	Diversified company which exports crude oil and petroleum products seeks U.S. suppliers of agricultural commodities, oilfield and industrial machinery and equipment, all kinds of building and construction materials.
Saudi Arabia ACOM 4	Agricultural company wants to hear from U.S. suppliers of farm machinery and implements, fertilizers and insecticides, spray and injection systems, and seeds; also replacement parts for John Deere and Caterpillar equipment.
United Arab Emirates ACOM 5	Importing wholesaler seeks U.S. sources of chemicals used in water treatment and water well drilling and in oil well drilling.
Taiwan KDED 124	The China Petroleum Corporation (CPC) is constructing a liquefied natural gas (LNG) receiving terminal in Taiwan. The project has a tentative completion date of June 1990. CPC announces that technical assistance may be sought from foreign consulting firms. Storage tanks, compressors, pumps, gasification equipment, valves and gas supply pipelines will be foreign sourced.